HOUSING EXPORTS

KEY U.S. HOUSING MARKETS:
OPPORTUNITIES AND CONTACTS IN DALLAS

Housing
research
opportunities
EXPORT
MARKETS

Department of Foreign Affairs and International Trade
Ministère des Affaires étrangères et du Commerce international

CMHC SCHL

HOME TO CANADIANS
Canada

104-03120/

CMHC—HOME TO CANADIANS

Canada Mortgage and Housing Corporation (CMHC) is the Government of Canada's national housing agency. We help Canadians gain access to a wide choice of quality, affordable homes.

Our mortgage loan insurance program has helped many Canadians realize their dream of owning a home. We provide financial assistance to help Canadians most in need to gain access to safe, affordable housing. Through our research, we encourage innovation in housing design and technology, community planning, housing choice and finance. We also work in partnership with industry and other Team Canada members to sell Canadian products and expertise in foreign markets, thereby creating jobs for Canadians here at home.

We offer a wide variety of information products to consumers and the housing industry to help them make informed purchasing and business decisions. With Canada's most comprehensive selection of information about housing and homes, we are Canada's largest publisher of housing information.

In everything that we do, we are helping to improve the quality of life for Canadians in communities across this country. We are helping Canadians live in safe, secure homes. CMHC is home to Canadians.

Canadians can easily access our information through retail outlets and CMHC's regional offices.

You can also reach us
by phone at
1 800 668-2642
(outside Canada call (613) 748-2003)

By fax at
1 800 245-9274
(outside Canada (613) 748-2016)

To reach us online, visit our home page at
www.cmhc.ca

Canada Mortgage and Housing Corporation supports the Government of Canada policy on access to information for people with disabilities. If you wish to obtain this publication in alternative formats, call 1 800 668-2642.

KEY U.S. HOUSING MARKETS:

OPPORTUNITIES AND CONTACTS IN DALLAS

KEY U.S. HOUSING MARKETS: OPPORTUNITIES AND CONTACTS IN DALLAS

Prepared by: The Starr Group Inc.
Planning and Management Consultants
12981 Keele Street, Unit 3
King City, Ontario L7B 1G2
Telephone (905) 833-1313
Facsimile (905) 833-3456

and

F.W. Dodge Canada, Division of McGraw Hill Construction Information Group
1500 Don Mills Road, Suite 406
Toronto, Ontario M3B 3K4
Telephone (416) 496-3100 or 1-877-236-7933
Facsimile (416) 496-3123 or 1-877-793-3823

This project was funded by Canada Mortgage and Housing Corporation ("CMHC") and the Department of Foreign Affairs and International Trade ("DFAIT"). The contents, views and editorial quality of this report are the responsibility of the authors and CMHC and DFAIT accept no responsibility for them or any consequences arising from the reader's use of the information, materials and techniques described herein.

All dollar figures in this report are in U.S. dollars, unless otherwise specified.

Table of Contents

1.0 EXECUTIVE SUMMARY **8**

2.0 OVERVIEW **10**

2.1 PURPOSE OF THIS GUIDE *10*

2.2 HOW TO USE THIS GUIDE *10*

2.3 DEFINITION OF DALLAS MARKET AREA *11*

3.0 THE OPPORTUNITY **13**

3.1 A LARGE AND GROWING POPULATION *13*

3.2 HOUSEHOLD FORMATION ALSO STRONG *13*

3.3 HOUSEHOLD CHARACTERISTICS SHAPE DEMAND FOR HOUSING TYPES *14*

3.4 A DIVERSE ECONOMY PROVIDES STABILITY *15*

3.5 RECORD HOUSING DEVELOPMENT ACTIVITY IN RECENT YEARS *16*

3.6 MAJOR NEW RESIDENTIAL PROJECTS *17*

3.7 RESALE ACTIVITY FURTHER DEMONSTRATES MARKET STRENGTH *18*

3.8 STRENGTHS AND WEAKNESSES OF THE LOCAL HOUSING MARKET *19*

3.9 NOTABLE TRENDS AND OPPORTUNITIES FOR NEW CONSTRUCTION AND RENOVATION *19*

3.10 FORECASTS FOR FIVE KEY RESIDENTIAL PRODUCTS *21*

3.10.1 CABINETRY **22**
3.10.1.1 New Construction Market for Cabinetry 23
3.10.1.2 Renovation/Repair Market for Cabinetry 25

3.10.2 DOORS AND WINDOWS **30**
3.10.2.1 New Construction Market for Doors and Windows 30
3.10.2.2 Renovation/Repair Market for Doors and Windows 35

3.10.3 FLOORING **40**
3.10.3.1 New Construction Market for Flooring 41
3.10.3.2 Renovation/Repair Market for Flooring 42

3.10.4 SIDING **44**
3.10.4.1 New Construction Market for Siding 45
3.10.4.2 Renovation/Repair Market for Siding 46

3.10.5 PRE-ENGINEERED/PANELIZED BUILDING SYSTEMS **47**

3.10.5.1 New Construction Market for Pre-Engineered/Panelized Building Systems...... 49
3.10.5.2 Renovation/Repair Market for Pre-Engineered/Panelized Building Systems..... 55

4.0 GETTING CONNECTED 56

4.1 THE BASICS OF EXPORTING TO THE U.S. *56*

4.1.1 PRODUCT CLASSIFICATION 56

4.1.2 USING A CUSTOMS BROKER 57

4.1.3 U.S. CUSTOMS DUTY AND IMPORT REGULATIONS 58

4.1.4 COUNTRY OF ORIGIN MARKING 60

4.1.5 BUSINESS IMMIGRATION ISSUES 62

4.2 EXPORT MARKETING TECHNIQUES AND STRATEGIES *62*

4.2.1 DISTRIBUTION CHANNELS 63

4.2.2 PRICING STRATEGIES 67

4.2.3 PROMOTIONAL TECHNIQUES 69

4.2.4 PRODUCT DESIGN AND MODIFICATION 70

4.2.5 AFTER-SALES SERVICE 71

4.3 LESSONS LEARNED FROM PAST EXPERIENCE *71*

4.4 REGULATIONS, SPECIFICATIONS AND BUILDING CODES *78*

4.4.1 REGULATIONS AND SPECIFICATIONS 79

4.4.2 BUILDING CODES 85

4.5 KEY CONTACTS IN THE DALLAS AREA *85*

5.0 WHO ELSE CAN HELP? 88

5.1 CANADA MORTGAGE AND HOUSING CORPORATION *88*

5.2 CANADIAN CONSULATE OFFICE *89*

5.3 EXPORT PROGRAMS *90*

APPENDICES:

Appendix One: Overview of Local Demographic, Economic and Market Conditions

Appendix Two: Projects in Planning or Early Development Stages

Appendix Three: Key Contacts in the Dallas Area

Appendix Four: List of Cities, Towns and Villages by County and Contact Information for Largest Population Centres in the Dallas Area

1.0 EXECUTIVE SUMMARY

This guide has been designed to help Canadian producers of residential building products and services understand and penetrate the Dallas market. This guide is one of four guides. You can get a copy of the other three guides for Boston, Massachusetts; Chicago, Illinois; and Seattle, Washington from Canada Mortgage and Housing Corporation (www.cmhc-schl.gc.ca) or the Department of Foreign Affairs and International Trade (www.infoexport.gc.ca).

The Dallas metropolitan area represents one of the largest, most dynamic markets in the United States. Home to 3.5 million people, the City of Dallas and surrounding communities represent a major opportunity for Canadian exporters of residential products and services. In the past ten years alone, the population of the metropolitan area has increased by some 850,000, with 300,000 new housing units of all types being added. This growth is expected to continue over the next decade.

The City of Dallas is the predominant urban centre within this market, with a population of almost 1.2 million individuals living in close to 500,000 dwelling units. While it can be considered a mature community, considerable residential development activity is taking place within the City in the form of conversion, infill and redevelopment. In 2000, 1700 single family homes were built in Dallas representing the largest increase in single family homes since 1987. In the same year 4,000 apartment units were under construction, 50% of them in the Uptown area, located just north of the Central Business District.

While the City of Dallas is the largest single urban centre, there are, in fact, almost 150 individual municipalities covering eight counties comprising the overall metropolitan area. The area includes some of the fastest growing counties in the nations. Rapidly growing suburban communities such as Plano, Flower Mound, Allen, Frisco and McKinney are seeing as many as 2,000 new homes being built annually, primarily single family homes and townhouse units in large new subdivisions. In 1999 and 2000, residential permits across the market area were issued for 35,690 and 31,728 units, respectively—two of the largest totals ever recorded for the area.

While the United States economy is currently experiencing a slowdown, and the events of September 11 have contributed to reduced levels of activity across virtually all sectors, housing markets are holding up well. Low interest rates, greater access to low downpayment lending, continued population growth and accelerating household formation are economic fundamentals driving this market. Speaking in October, 2001, the Chair of Fannie Mae (the U.S. housing finance agency) projected that 15 million more families are expected to purchase homes in the U.S. over the next ten years—an increase of 50% over the previous ten years, with consumer demand for residential development rising from $11 trillion to $21-25 trillion by the year 2010.

A variety of economic publications have suggested that, while the events of September 11 may cause a short-term slowdown in housing sales (lasting perhaps 6-12 months), the above fundamentals are anticipated to hold over the long term.

The Dallas market is expected to reflect these trends. Its diverse economic base will enable it to weather the current economic slowdown better than most areas of the U.S.

In light of these projections, the Dallas market represents a significant opportunity for Canadian exporters of residential building products. Opportunities are particularly strong for producers of cabinetry, doors and windows, flooring, siding and pre-engineered/panelized building systems. Forecasts of overall Dallas market-area demand are provided for each of these products in this guide.

The guide goes on to provide important contact information on distributors, wholesalers, manufacturers representatives, builders, developers and contractors serving the Dallas market. It also identifies associations that may be able to provide further information to help exporters link up locally, including a variety of helpful websites. For those unfamiliar with the export process, the guide also outlines some key trade regulations and processes and identifies supports and services available through Canada Mortgage and Housing Corporation, the Canadian Consulate General, Dallas, the Department of Foreign Affairs and Trade (DFAIT) and various government export programs.

2.0 OVERVIEW

2.1 *PURPOSE OF THIS GUIDE*

This market guide for the Dallas area is geared toward meeting the needs of Canadian exporters of residential products and services. The guide is designed to provide information to help Canadian exporters understand and penetrate this large and growing U.S. market. It acts as a reference tool, providing a range of useful market information and practical advice on how to penetrate the Dallas market. Detailed contact lists provide valuable leads to the chain of suppliers, wholesalers, distributors and contractors active in the area. The guide also provides information on help available from Canada Mortgage and Housing Corporation, the Canadian Consulate staff and various Canadian export programs and services.

2.2 *HOW TO USE THIS GUIDE*

The main body of the guide highlights the key characteristics and trends of the Dallas housing market. It summarizes local economic conditions and provides projections of expected population growth and housing demand. It then goes on to project demand for five key residential building products

- Cabinetry;
- Doors and windows;
- Flooring;
- Siding; and
- Pre-engineered/panelized building systems.

In order to determine which five key products to review in this report, we conducted an analysis of the products with the largest sales volumes and/or growth potential in consultation with CMHC and the building products trade officer of the Consulate General of Canada in Dallas.

The report then summarizes some important trade regulations and processes and outlines some key contacts for the area.

The Appendices provide a wealth of detailed information to help exporters to the Dallas market. More detailed demographic and development statistics are provided in Appendix One. We recommend that firms who are seeking to enter the Dallas market for the first time carefully review this information. It provides direction as to which communities to target: those with the highest populations and those expected to grow at the highest rates. Housing form is also important to residential building products of various types, with significant differences in the use of construction products between multi-storey and single family dwellings. Knowing where the highest demand for your product lines will be will help you to plan your marketing strategy.

Appendix Two provides information on some of the larger residential projects in the planning or early development stages throughout the Dallas market area. These represent important opportunities for exporters of building products and include both inner city redevelopment initiatives and suburban subdivision activity.

Appendix Three gives an outline of the key contacts in the area that you will need to reach (including builders and developers, contractors, suppliers, wholesalers, distributors and associations) and a list of websites that will be helpful to you.

In terms of building codes, each municipality within the Dallas area (and there are some 150 of these) has its own building code regulations and requirements. We have not attempted to detail all of these, but have provided information on how to access codes for individual municipalities. A full list of municipalities and contact information for the largest population centres is provided in Appendix Four.

2.3 DEFINITION OF DALLAS MARKET AREA

The Dallas market area corresponds to the U.S. Census Bureau definition known as the "Primary Metropolitan Statistical Area" (PMSA). The table below shows the 8 counties in this market area, as well as the names of cities in each county that had a population of over 70,000 in 2000. A total of ten cities were at this population level, although the City of Dallas itself is by far the dominant centre, with population of almost 1.2 million.

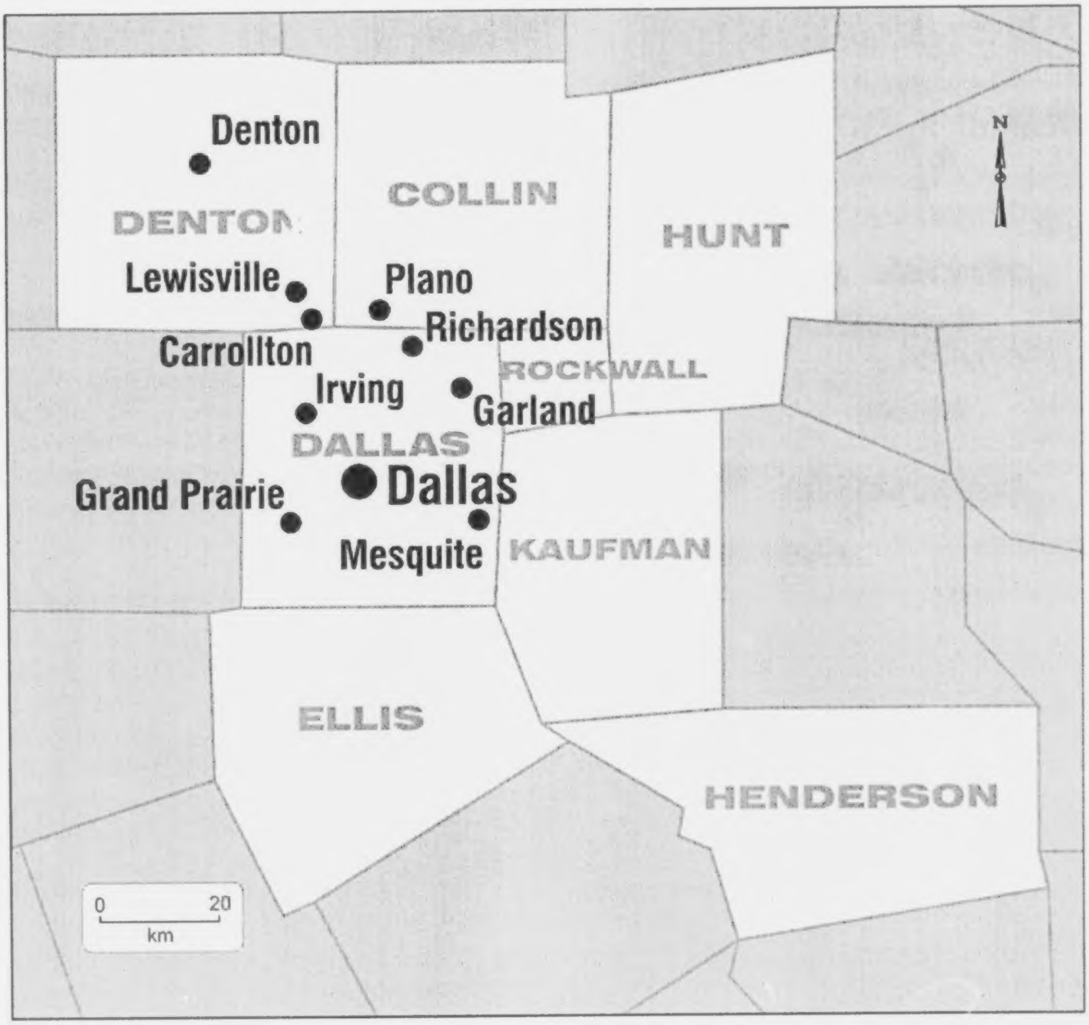
Table 1
Counties and the Largest Cities in the Dallas Market Area

Cities over 70,000 population in 2000		
County	**Name of City**	**Population**
Collin	Plano (also partly in Denton County)	222,030
Dallas	Dallas (also partly in Collin, Denton, Kaufman and Rockwall Counties)	1,188,580
	Garland (also partly in Collin and Rockwall Counties)	215,768
	Irving	191,615
	Grand Prairie (also partly in Ellis and Tarrant Counties)	127,427
	Mesquite (also partly in Kaufman County)	124,522
	Richardson (also partly in Collin County)	91,802
Denton	Carrollton	109,576
	Denton	80,537
	Lewisville (also partly in Dallas County)	77,735
Ellis	No large cities	
Henderson	No large cities	
Hunt	No large cities	
Kaufman	No large cities	
Rockwall	No large cities	

Source: U.S. Census Bureau

The map below outlines the market area. Counties are shown in capital letters. A complete list of cities, towns and villages by county (including population in 2000) is provided in Appendix Four.

Map of Dallas, Texas Market Area



Denton
COLLIN
DENTON
HUNT
N
Lewisville
Plano
Richardson
Carrollton
ROCKWALL
Irving
Garland
DALLAS
Dallas
Grand Prairie
Mesquite
KAUFMAN
ELLIS
HENDERSON
0
20
km

Map Source: Weldon Hiebert, Cartographer, Department of Geography, University of Winnipeg, Winnipeg Manitoba

3.0 THE OPPORTUNITY

The Dallas market area represents one of the most significant opportunities within the United States for Canadian exporters of residential building products and services. Below we outline the factors contributing to this level of opportunity.

3.1 A LARGE AND GROWING POPULATION

The Dallas market ranks ninth among the 280 U.S. metropolitan areas in total population, with over 3.5 million persons. This is slightly below the combined populations of Vancouver, Calgary and Edmonton. The information below will provide some details, with more detailed analysis provided in Appendix 1.

Population in the Dallas area has been expanding steadily. From 1990 to 2000, it rose from 2.6 million to 3.5 million, a growth of 24% in ten years. This places the Dallas area third in numeric population increase among all U.S. metropolitan areas during this period. A study conducted by the U.S. Census revealed that the Dallas area is growing more than twice as fast as any other metropolitan area of its size. Much of the growth in the area is concentrated in Collin, Dallas, Denton and Rockwall counties. Collin was in fact the 11th fastest growing county in the U.S. between 1990 and 2000. Within these counties are cities such as Allen, Flower Mound, Frisco and McKinney, which have grown by more than 100% in the last 10 years. In 2000 each of these cities issued building permits for over 1000 housing units.

Population growth has not been limited to only newer suburban areas. In 2001 Dallas' population growth and residential construction led the region. The city saw 1,700 new single family units in 2000 along with 4,000 new apartments, condominiums and lofts. Many of the multiple family units have been built in the Intown and Uptown areas close to the Central Business District.

According to the American Seniors Housing Association, the Dallas market area also ranked first in the nation in 2000 in the number of seniors housing units under construction. In that year 2,105 independent and assisted living seniors' housing units were constructed. While some of these units were built within the City of Dallas much of this development is taking place in suburban retirement communities.

Local forecasters project that growth is expected to continue over the next ten years in most parts of the market area, although at a slower rate.

3.2 HOUSEHOLD FORMATION ALSO STRONG

While population growth is an indicator of housing demand, a greater understanding can be gained by looking at household formation, as the demand for housing units is a direct function of the number of households seeking accommodation.

The rate of household formation in the Dallas market area is also strong. Census data show an increase of 280,207 households in the market area from 1990 to 2000. This represents household growth of 21.9% over the period and has been supporting housing market development activity of over 30,000 new starts annually across the market area.

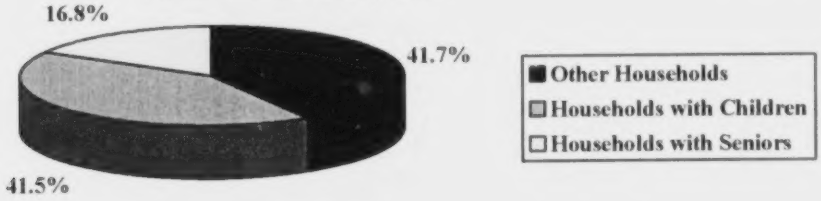
3.3 HOUSEHOLD CHARACTERISTICS SHAPE DEMAND FOR HOUSING TYPES

The household characteristics of the Dallas market show a diverse range of needs. While about three-quarters of households in the Dallas market are families, over 41% of households include children under age 18. At the opposite end of the scale, 16.8% of households include persons over the age of 65. Just over one-quarter of households are non-family households, mostly single individuals living alone.

Although much of the demand for non-family housing units, as might be expected, is found within the City of Dallas itself, the City has seen a 12% increase in the number of family households in the last 10 years. Thus, development activity within the City covers a wide range of alternatives including condominium and rental apartments, loft conversions, seniors housing and single family homes. In the outlying suburban areas most of the new housing activity tends to be highly family oriented, but there are also a significant number of senior's communities being developed.

Figure 1

Percentage of Households with Children or Seniors in Household
Dallas Market Area, 2000



Source: U.S. Census Bureau, Census 1990 and 2000
Source: http://factfinder.census.gov/

The Dallas market is also characterized by a predominance of homeowners. Almost three-quarters (71.9%) of all households are homeowners. Here again, the lowest percentage (52.6%) is in Dallas County (where the City of Dallas is located), with many outlying suburban areas exceeding 75%.

It is interesting to note that the rate of home ownership has been increasing in virtually all parts of the market (even in Dallas County, where home ownership has grown from 51.7% of households in 1990 to 52.6% in 2000). Forecasters expect this trend to continue.

In terms of age, the largest age groups are the 35-64 and 0-19 age groups. Adults age 35-64 comprise both the prime "move-up" market for new homes and the prime home renovation age. At the same time, forecasters expect a steady increase in the number of senior citizens across the market area, which will create a growing need for seniors housing. Similarly, the population of young adults (age 20-34) is also expected to grow steadily over the next ten years. This will cause a steady increase in first-time homebuyers.

Income data show that 19.1% of all households possess incomes over $100,000. These are prime households for the home renovation and repair market. Collin and Rockwall Counties possess the highest income profile, but it is interesting to note that Rockwall and Kaufman Counties are expected to experience the highest growth rate in median income in the next five years.

3.4 A DIVERSE ECONOMY PROVIDES STABILITY

Over the past two decades, the Dallas area economy has become highly diversified. Prior to the 1990s the area's economy focused on the oil, gas and real estate sectors. Since then the area has been successful in enticing businesses from a wide variety of sectors including services, as well as wholesale and retail trade and finance. These three sectors now make up 61% of the area employment. In 1999 Dallas was named first in Fortune Magazine's list of Best Cities for Business.

The area's economy is growing at a rapid pace of 4.5% annually between 1992 and 1999, which far outpaces the national average. The area has been named the 2nd biggest growth area in the country by Area Development Magazine. If the Dallas/Fort Worth area were a state, it would be the 14th largest based on gross area product. The City of Dallas is home to 8 Fortune 500 headquarters including TXU, Halliburton, Southwest Airlines and Texas Instruments. Another six Fortune 500 companies have their headquarters in the surrounding market area including Exxon, J.C. Penney, Electronic Data Systems and Kimberley-Clark.

One of the area's main assets is its central location. The Dallas market area is equally close to five of the largest business centers in North America, including New York, Chicago, Los Angeles, Mexico City and Toronto and is an international gateway to the markets of Latin America. Its pivotal location has allowed the area to benefit greatly from the North America Free Trade Agreement. Foreign trade has increased in the area by more than 50% since 1994.

Since 1994 employment in the area has increased by 80,000. In 2000 the area was second in the nation in the number of jobs created according to the U.S. Bureau of Labour Statistics. In July 2001, there were almost 2 million people employed in the Dallas market area.

The area boasts a well-educated workforce with 29% of the workers over the age of 25 having a bachelors degree, compared to the national average of 22%. The average unemployment rate for the Dallas market area in 2000 was 3.0%, well below the national unemployment rate of 4.0%.

Texas Workforce projects continued steady growth in employment over the next decade. Total employment growth of between 16 and 19% is expected from 1998 to 2008. This rate of growth would generate more than 350,000 new jobs in the market area and further supports an expectation of continuing strong demand for housing.

3.5 RECORD HOUSING DEVELOPMENT ACTIVITY IN RECENT YEARS

The growth in population, households and employment, combined with low interest rates and improved low downpayment lending practices, have sparked record levels of housing development activity across the Dallas market in recent years.

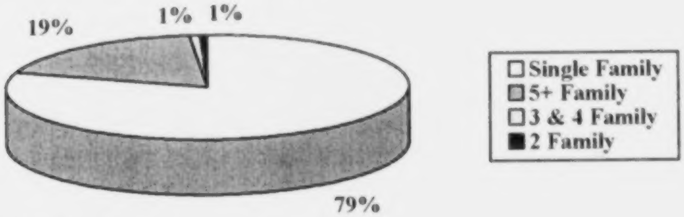
The years 1999 and 2000 rank as two of the most active years on record in the Dallas market area. Permits were issued for some 35,690 and 31,728 new dwellings, respectively, during these two years. These permits represented an annual total of $4.1 and $4.7 billion in residential construction expenditures respectively. While totals are not yet available for 2001, in the first six months building permits were issued for 20,000 units.

While Dallas County is the largest individual area for new construction, in 2000 it represented less than half of permits issued for the entire market and only 38% of the total value of residential permits. Opportunities clearly exist across the market area, particularly in Collin, Denton and Rockwall counties. Many suburban communities are ripe for development. A convenient toll system was recently built connecting downtown Dallas to northern suburbs. In addition, Dallas Area Rapid Transit is in the process of adding approximately 50 miles of light rail service to outlying towns, 20 miles of high occupancy vehicle lanes and 14 new stations. Seven of these stations are expected to be open by summer 2002.

Whereas multiple dwelling units account for one third of the new housing development in Dallas County, in the rest of the market area, approximately 95% of the housing consists of single housing units. In fact, while Dallas County represents 77% of all multiple dwelling units being developed in the area, it represents only 34% of single family. Overall, single family dwellings accounted for 79% of residential permits issued in the market area in 2000 and 90% of the value of these permits.

Figure 2

Percentage of Building Permits Issued by Unit Type
Dallas Market Area, 2000



Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

3.6 *Major New Residential Projects*

Numerous major residential development projects are underway in various locations. The City of Dallas has been a hotbed of residential activity with a wide array of residential development taking place including single family homes, townhouses, rental apartments, condominiums and seniors' residences. In terms of single family homes, several projects are underway. A 203 home development was recently completed in Oak Cliff with another 82 homes planned for Phase Two. In South Dallas, Wisdom Terrace will have 450 homes starting at $80,000. Unity Estate, also in South Dallas is a 283 home subdivision. The Villages at Runyon Springs first phase will have 344 homes. When completed the subdivision will have 1,490 homes priced from $90,000 to $140,000.

Townhouse development is also flourishing in Dallas. CityHomes is in the process of constructing 200 luxury townhouses in downtown Dallas priced between $150,000 and $1.5 million. On M street a $9.5 million, 30 townhouse project is under construction. Prices for these homes will range from $260,000 to $330,000. In Turtle Creek, Casada at Turtle Creek is a 20 townhouse development with homes priced from $800,000 to $1.1 million.

In Intown Dallas more than 1,200 apartments were constructed in 2000. The former Sears Roebuck & Co. complex was converted into 450 lofts. This part of the city has also seen the development of the Texas Street Lofts and 1505 Elm, an office tower that began its conversion into condominiums in March 2001. The Uptown area of Dallas has also seen a number of residential developments. The West Village development includes 178 luxury apartments that were completed in early 2001. Phase two of the project will create two condominium towers of 7 to 8 stories with retail space on the ground floor. The Vendome is a 21 storey condominium tower that started construction in late 2000. These luxury units are expected to sell for $300,000 to $4.5 million.

The demand for seniors housing in the City of Dallas has also resulted in significant development. In January 2000 construction began on a 256 unit assisted-living rental apartment complex in north Dallas. In southwest Dallas, Crescent Point is a 112-unit assisted-living center. Capital Senior Living recently opened a 150 unit seniors' building in Richardson. This company has plans for other assisted and independent living centers throughout the Dallas market area.

Activity is also strong in the affordable housing market within Dallas. The Dallas Housing Authority, the ninth largest housing authority in the U.S., is in the process of completing several projects including 370 single family homes and 152 townhouse units in Lakewest. The authority also has plans to revitalize several housing projects in the South Dallas area.

In other parts of the Dallas market area there is a considerable amount of residential housing development. A number of new subdivisions are being built in communities such as Plano, Frisco and McKinney in Collin County. The county is also the site of 1,144 home seniors community. In Denton County a new development just north of Flower Mound will have 3,500 new homes when completed. Denton County will soon have several new retirement communities. Sanger will be the home of a new $1.7 billion retirement community with 5,000 to 7,000 units. Robson Ranch is a $1.8 billion community. Phase one will include 3,200 homes. The Shores of Lake Hubbard development in Rockwall County is an 850 home development with homes ranging from $130,000 to $400,000.

Appendix Two provides information on residential projects in the planning and development stages throughout the market area.

F.W. Dodge has forecast growth for the Dallas market area of 5% between 2001 and 2002, but these forecasts were made prior to the events of September 11, 2001. The National Association of Home Builders has prepared an updated forecast as of December 21, 2001[1]. This forecast indicates that the total number of new housing units built across the nation will decline from 1.79 million in 2001 to 1.774 million in 2002, but then rebound strongly in 2003 to 1.863 million units.

3.7 *RESALE ACTIVITY FURTHER DEMONSTRATES MARKET STRENGTH*

The Real Estate Center at Texas A & M University provides information on sales of homes for selected counties and cities in the state. Their News Release for January 2002 indicates that the volume of home sales is "largely determined by three factors: interest rates, job growth and rising home prices."[2] Because there is a good selection of homes available on the market, home prices will not increase as much as they had in previous periods. As a result, sales volumes are expected to decline. They predict a decline in the number of homes sold during 2002 of 5 to 10% compared to 2001, particularly during the first half of 2002.

---

[1] NAHB Economic and Housing Forecast, http://www.nahb.org

[2] David Jones, What's Ahead for Texas Real Estate?, Real Estate Center, Texas A & M University, www.recenter.tamu.edu/news/30-0102.html.

3.8 *STRENGTHS AND WEAKNESSES OF THE LOCAL HOUSING MARKET*

The Dallas area housing market is expected to continue to benefit from relatively low interest rates that are encouraging first time buyers to enter the market, and also having a positive effect on the home renovation market. While growth is expected to continue in the area, a slow down in the economy could result in fewer new home starts than seen in recent years.

One of the barriers to a healthy local housing market in the Dallas market area is the reliance of the area on the oil and gas industry, computers, airlines and telecommunications.[3] If potential home buyers are concerned about their employment, they are less likely to purchase a home. The continued employment growth of other sectors such as services and wholesale and retail trade and finance will provide stability to this market.

3.9 *NOTABLE TRENDS AND OPPORTUNITIES FOR NEW CONSTRUCTION AND RENOVATION*

Notable trends in the Dallas market area for the following construction types are provided below:

- Loft and condominium conversions as well as new townhouse and apartment complexes are a large component of the market in downtown Dallas
- Senior's housing is a major factor in the Dallas market area. In 2000, Dallas ranked first in the nation in the number of senior's housing units under construction. As the population ages there will be increased need for construction of senior's housing communities and retirement facilities, in all price ranges, to meet the needs of this increasing market group
- The Dallas market area includes some of the fastest growing communities in the country. As a result, new subdivision development will continue, particularly in the rural areas of Collin and Denton Counties
- Over the next five years Dallas Area Rapid Transit (DART) plans to expand its service to include: rail service to Garland, Richardson, Plano and Fort Worth; 20 more miles of HOV lanes (High Occupancy Vehicle lanes where vehicles are required to have at least two occupants); 55 new rail cars and 14 new rail stations and transfer stations. This expansion will open up new areas for suburban housing development
- There is currently a high demand for starter homes priced at under $200,000 throughout the Dallas market area

---

[3] David Jones, What's Ahead for Texas Real Estate?, Real Estate Center, Texas A & M University, www.recenter.tamu.edu/news/30-0102.html

The Consulate General of Canada in Dallas released a report in November 2001 that provides information on the opportunities for Canadian firms entering this market.[4] This report states that the Canadian exporters of "higher-end specialty products" including windows, doors, cabinets and unique architectural embellishments have had good success.

Strong resale markets generally go hand-in-hand with heightened renovation activity. Given the continued declines in interest rates, and continued population growth and household formation within the Dallas market area, strong levels of renovation activity are expected.

The value of typical renovation projects in the Dallas area are shown below:

Table 2
Typical Renovation Projects, Dallas Market Area, 2000-2001

Project	Job Cost 2001
Attic Bedroom	$27,879
Basement Refinishing	35,001 *
Bathroom Addition	12,813
Bathroom Remodel	11,260
Deck Addition	5,496
Exterior Paint	7,515 *
Family Room Addition	42,176
Home Office	9,781
Major Kitchen Remodel	37,871
Master Suite	57,072
Minor Kitchen Remodel	13,193
Re-roofing	8,280 *
Siding Replacement	5,610
Sunroom	24,408 *
Two-storey Addition	57,248 *
Window Replacement	8,631

* 2000 Data
Source: http://www.remodeling.hw.net/frmCostValue

The above factors show that the Dallas market area ranks as one of the most vibrant residential markets in the United States. Growing population, continued household formation and economic diversity are contributing to record levels of residential development. The large stock of existing homes and the strong resale market point to major opportunities for renovation products. Canadian exporters should give strong consideration to entering this market.

---

[4] Building Products Sector, Southwestern U.S. 2001/11/26, www.infoexport.gc.ca

3.10 FORECASTS FOR FIVE KEY RESIDENTIAL PRODUCTS

Review of available data and discussions with CMHC, the Canadian Consulate General, Dallas and F.W. Dodge indicate that five key residential products are of particular interest to Canadian exporters to the Dallas market area. These include:

- Cabinetry;
- Doors and Windows;
- Flooring;
- Siding; and
- Pre-Engineered/Panelized Building Systems

Forecasts for these products are provided below.

Information for four product lines (Cabinetry, Doors and Windows, Flooring and Siding) was provided by F. W. Dodge, part of the McGraw-Hill Construction Information Group. This firm collects data from the construction industry across the U.S. and Canada, and then prepares detailed forecasts for 22 specific product types. Data are collected using a variety of methods, including contacting builders and permitting offices within local municipalities. New home designs are analyzed to determine which features are most likely to be present in a typical home being built. Factors are then applied based on typical new home designs (e.g. number of windows) and housing growth forecasts, using this information to calculate the level of demand for specific products. F.W. Dodge develops their forecasts for residential construction products based on product demand, which is directly related to the number of housing starts in a particular area.

F.W. Dodge develops their forecasts for residential home renovation products based on product demand.

The following table summarizes the change in the percentage of demand of units for the four product lines between 2000 and 2002.

Table 3

F.W. Dodge Forecast Percentage Change in Products Required for New Construction and Renovation and Repair Dallas Market Area, 2000-2001 and 2001-2002

Product	**New Construction**		**Renovation and Repair**	
	2000-2001	2001-2002	2000-2001	2001-2002
Cabinetry	-11%	4%	3%	2%
Interior Doors	-11%	4%	3%	2%
Exterior Doors	-11%	3%	3%	2%
Patio Doors	-12%	2%	3%	2%
Windows	-13%	0%	3%	2%
Flooring	-12%	2%	3%	2%
Siding	-13%	1%	3%	2%

Source: F.W. Dodge Forecasts

While year-end totals have not yet been provided, F.W. Dodge is expecting to show a small decrease in demand for new construction between 2000 and 2001. The degree of decrease varies by the type of product, with cabinetry, interior and exterior doors having decreases of 11%, patio doors and flooring decreasing by 12%, while windows and siding show more significant decreases (13%).

The decrease shown in the forecasts above is based on the number of housing starts in the Dallas market area, and is also affected by the types of homes built including factors such as number of doors and rooms, size of the home and finishes typically used in the area. Between 2001 and 2002, F.W. Dodge has forecast growth for new construction for cabinetry and interior doors of 4%, exterior doors of 3%, patio doors and flooring of 2%, siding of 1% and windows at 0%. This is based on an expectation of an increase in housing starts that reflects the growing levels of activity in the latter part of 2001 that occurred primarily due to drops in interest rates.

For renovation and repair, F.W. Dodge has forecast that all four product lines show similar growth rates for 2000-2001 of 3% and 2001-2002 of 2%.

3.10.1 Cabinetry

The market for cabinetry is significantly impacted by both new construction and renovations, notably kitchen and bathrooms. The following information on the demand for cabinetry in the Dallas market area was prepared by the F. W. Dodge Market Analysis Group in August 2001.

3.10.1.1 New Construction Market for Cabinetry

F. W. Dodge projects that the demand for cabinets in newly constructed dwellings in the Dallas market area will approach half a million units in 2002. The types and quantities of cabinets required for new homes built in 2000 and forecast to be built in 2001 and 2002 units are shown below.

Table 4
Product Demand, Cabinetry in New Construction
Dallas Market Area
2000 Actual and 2001 and 2002 Projected

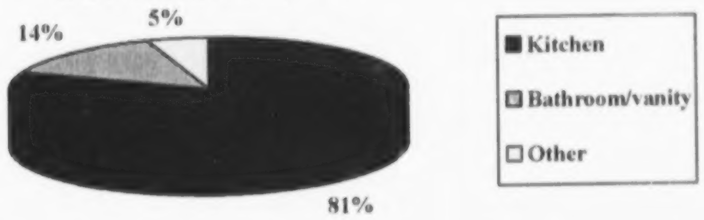
Total Product Demand in Units	**2000**	**2001**	**2002**	**% Change 2000-2001**	**% Change 2001-2002**
Kitchen	445,548	395,751	409,995	-11%	4%
Bathroom/vanity	74,891	66,520	68,915	-11%	4%
Other room cabinets	29,785	26,456	27,408	-11%	4%
Total	**550,224**	**488,727**	**506,317**	**-11%**	**4%**

Source: F.W. Dodge Market Analysis Group

The share of the various types of cabinets is shown below.

Figure 3

Share of Types of Cabinets, New Construction
Dallas Market Area, 2000



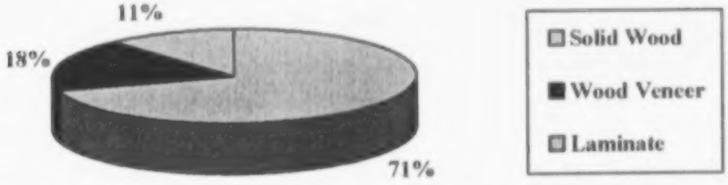
Source: F.W. Dodge Market Analysis Group

F. W. Dodge data show that kitchen cabinet units average 13.4 per new dwelling, while bathroom cabinet units average 2.3 per dwelling. Other room cabinets are installed in 90% of new dwellings.

In 2002, it is expected that the majority of door fronts will be solid wood. The following chart shows the various door front materials forecast to be used in 2002.

Figure 4

Cabinet Door Front Material Forecast, New Construction Dallas Market Area, 2002

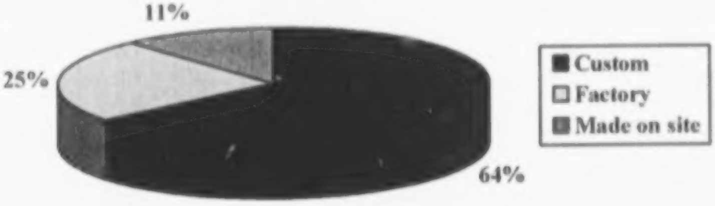


Source: F. W. Dodge Market Analysis Group

Factory built cabinets will make up the largest segment of the market for 2002.

Figure 5

Type of Cabinet Manufacturer Forecast, New Construction Dallas Market Area, 2002

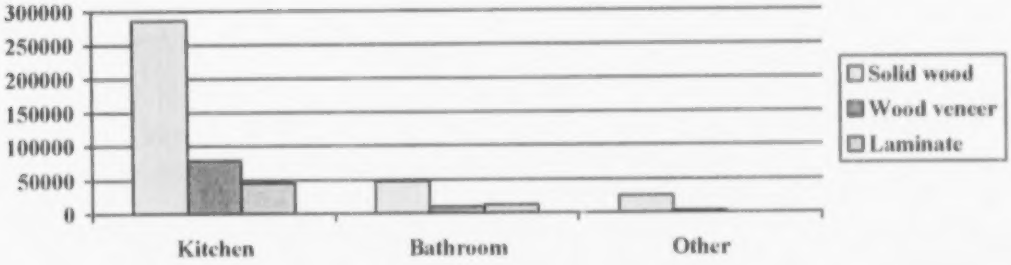


Source: F. W. Dodge Market Analysis Group

The material forecast to be used for the door fronts of cabinets installed in 2002 is broken down by location in the home as shown below.

Figure 6

Number of Units by Type of Cabinet Material Forecast, New Construction, Dallas Market Area, 2002



Source: F. W. Dodge Market Analysis Group

Only 539 units of metal door front cabinets are forecast to be used in kitchens. This type of door front was not forecast to be used in other locations.

3.10.1.2 Renovation/Repair Market for Cabinetry

According to F.W. Dodge, forecasts for 2002 slightly more cabinets will be needed for renovation or repair projects than for new construction. While over 506,000 cabinet units were forecasted for use in new construction projects in 2002, F. W. Dodge projects that renovation and repair projects will require 576,669 units. The types and quantities of cabinets forecast to be installed between 2000 and 2002 for home renovations are shown below.

Table 5
Product Demand, Cabinetry in Renovation and Repair
Dallas Market Area
2000 Actual and 2001 and 2002 Projected

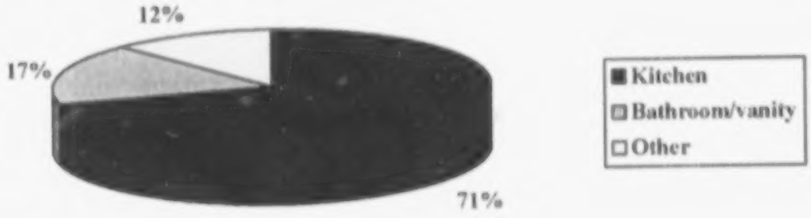
Total Product Demand in Units	**2000**	**2001**	**2002**	**% Change 2000-2001**	**% Change 2001-2002**
Kitchen	389,219	399,961	408,552	3%	2%
Bathroom/vanity	94,266	96,868	98,949	3%	2%
Other room cabinets	65,895	67,713	69,168	3%	2%
Total	**549,380**	**564,542**	**576,669**	**3%**	**2%**

Source: F. W. Dodge Market Analysis Group

The forecasted product demand for cabinetry in renovation and repair projects for 2002 is broken down by the various locations where the cabinets are installed.

Figure 7

Share of Types of Cabinets, Renovation and Repair
Dallas Market Area, 2002



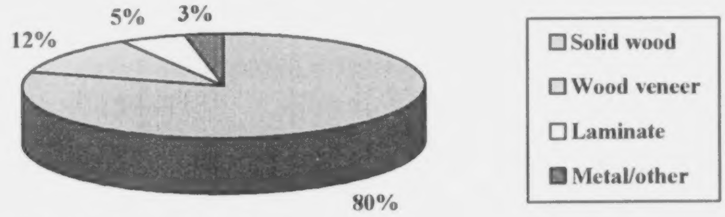
Source: F.W. Dodge Market Analysis Group

It is forecasted that approximately 46,112 home repairs will include new cabinetry in 2002, or 3.3% of the total number of housing units in the Dallas market area. It is interesting to note that in new construction, only 27,208 other room cabinets are forecasted to be installed in 2002, compared to 69,168 in renovations. These cabinets would include entertainment centres in living and family rooms.

As in new construction, in 2002, it is expected that the majority of door fronts for cabinet renovation projects will be solid wood. The following chart shows the various door front materials forecast to be used in 2002.

Figure 8

Cabinet Door Front Material Forecast, Renovation and Repair Dallas Market Area, 2002



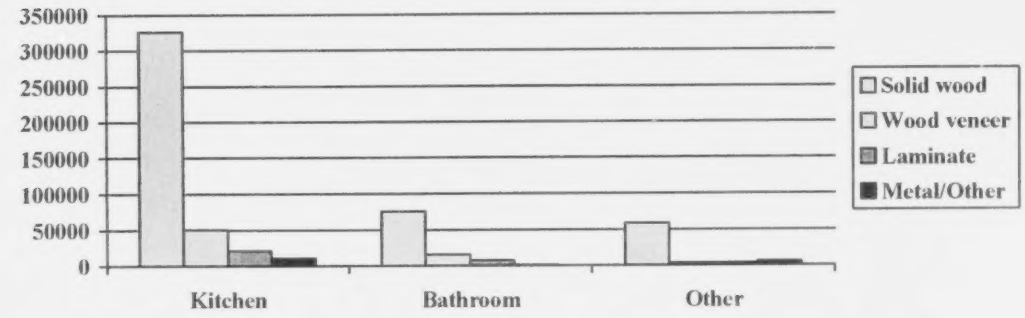
Source: F. W. Dodge Market Analysis Group

While only 1,036 cabinets with door front material of metal or other products are forecasted to be installed in new construction in 2002, renovation and repair projects are forecasted to require 5,546 metal cabinets and 12,099 other cabinets.

The material forecast to be used for the door fronts of cabinets installed in 2002 is broken down by location in the home as shown below.

Figure 9

Number of Units of Cabinet Door Front by Material Forecast, Renovation and Repair, Dallas Market Area, 2002

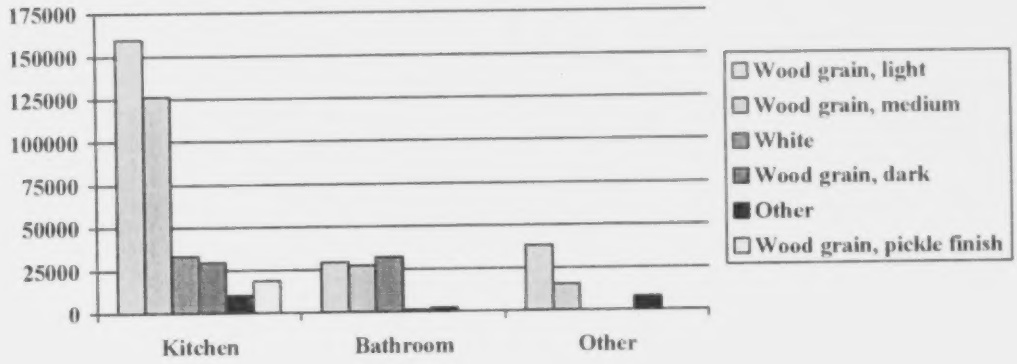


Source: F. W. Dodge Market Analysis Group

As seen in the new construction data, the most common door material for the majority of cabinets to be installed in all three locations is expected to be solid wood. The use of metal and other materials is forecasted to be used primarily in kitchens and other rooms.

The expected colour of the solid wood and wood veneer cabinets to be installed in the three locations in the home in 2002 is shown below.

Figure 10
Number of Units by Colour of Solid Wood and Wood Veneer Cabinets Forecast, Renovation and Repair Dallas Market Area, 2002

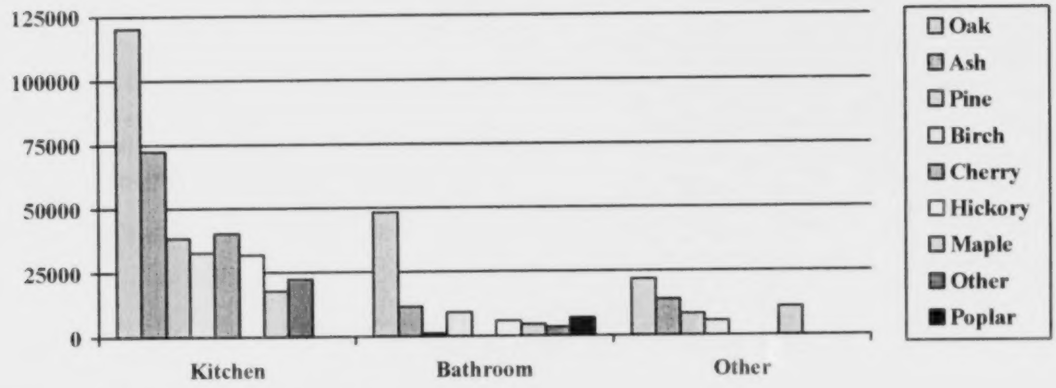


Source: F. W. Dodge Market Analysis Group

As shown above, wood grains in light or medium tones are expected to be most popular overall.

The species of wood for the cabinet door fronts varies depending on where the cabinet is installed.

Figure 11
Number of Units by Species of Wood for
Cabinet Door Fronts Forecast, Renovation and Repair
Dallas Market Area, 2002



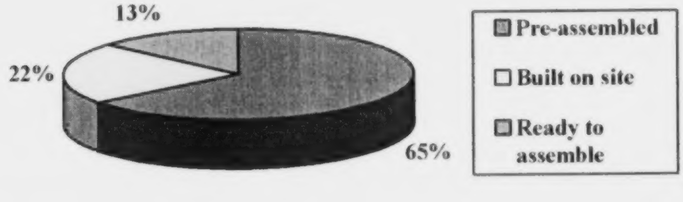
Source: F. W. Dodge Market Analysis Group

As shown above, oak and ash are expected to be the most popular species for cabinet door fronts to be used in renovations in 2002 in the Dallas market area.

As is the case in new construction, pre-assembled cabinets are expected to make up the largest segment of the market for home renovations as shown below. A higher number of cabinets are forecasted to be built on site for renovation and repair (126,586) compared to new construction (56,998).

Figure 12

Type of Cabinet Manufacturer for Cabinets Forecast, Renovation and Repair, Dallas Market Area, 2002

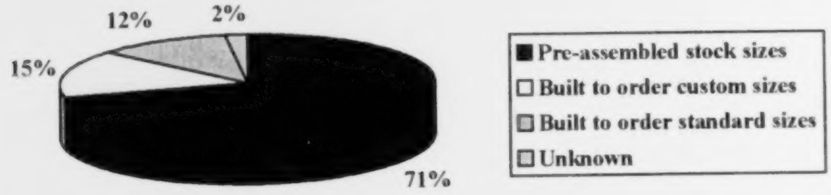


Source: F. W. Dodge Market Analysis Group

The majority of cabinets installed in renovations in 2002 are expected to be pre-assembled stock sizes as shown below.

Figure 13

Types of Pre-Assembled Cabinets Forecast, Renovation and Repair, Dallas Market Area, 2002



Source: F. W. Dodge Market Analysis Group

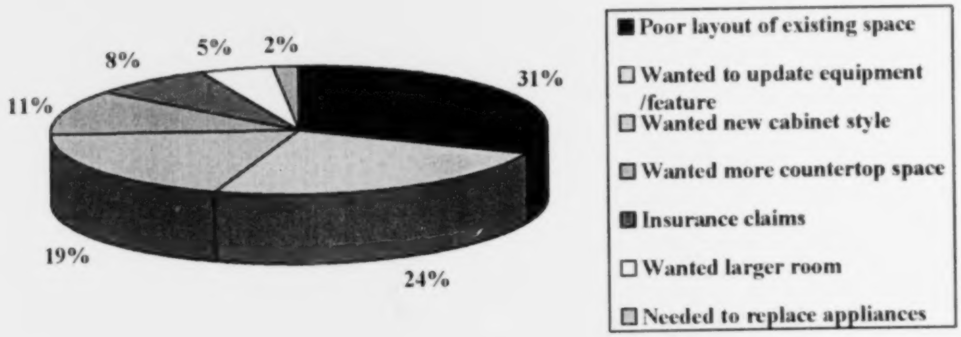
The type of cabinet installed in home renovation projects in 2002 will likely be framed (59%), compared to 36% frameless.

The annual value of cabinet renovations is expected to rise steadily by 3% from $50,303,052 in 2000 to $51,691,328 in 2001 and by 2% to $52,801,689 in 2002. Since there will be an expected 46,112 homes in 2002 where cabinets will be installed, this works out to a cost per home of approximately $1,145, and an average of 12.5 cabinets per home, compared to the 16.6 cabinets installed in the average new home.

The reasons for the renovation projects involving new cabinet installations for 2002 are shown below.

Figure 14

Reasons for Remodelling Involving Cabinetry Installations Dallas Market Area, 2000



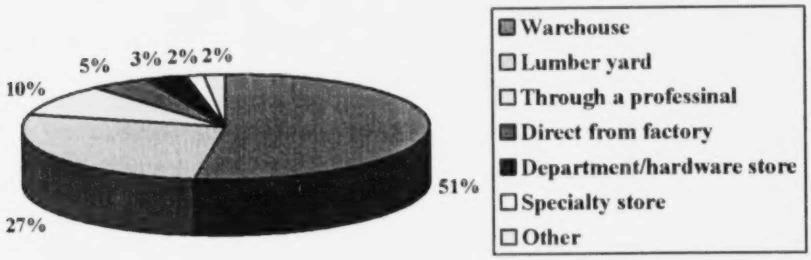
Source: F. W. Dodge Market Analysis Group

The majority of cabinet remodelling jobs in 2002 are expected to be split between replacement/installation only (49%) and part of a larger remodelling project (43%), with adding a new room to the home accounting for the remaining 8% of the projects. More cabinet remodelling jobs in 2002 are expected to be self-installed (52%) than installed by professionals (48%). Likewise, a higher number of purchases are expected to be self-purchased (62%) than made through a professional (38%).

The place of purchase of the cabinets for renovation and repair projects is primarily through a warehouse. The location of purchases for cabinets expected to be installed in 2002 is shown below.

Figure 15

Place of Purchase of Cabinets Forecast, Renovation and Repair, Dallas Market Area, 2002



Source: F. W. Dodge Market Analysis Group

3.10.2 Doors and Windows

Doors and Windows make up a large part of the new construction and renovation market in the Dallas market area. The information provided below was prepared by F. W. Dodge Market Analysis Group in August 2001.

3.10.2.1 New Construction Market for Doors and Windows

In 2002, almost one million units of doors and windows will be required for new construction projects. The types and quantities of doors and windows required for new homes constructed in 2000 or expected to be built in 2001 and 2002 are shown below.

Table 6
Product Demand, Doors and Windows in New Construction
Dallas Market Area
2000 Actual and 2001 and 2002 Projected

Total Product Demand in Units	**2000**	**2001**	**2002**	**% Change 2000-2001**	**% Change 2001-2002**
Interior doors	443,852	393,770	407,594	-11%	4%
Exterior doors	136,288	120,800	124,761	-11%	3%
Patio doors	51,650	45,558	46,651	-12%	2%
Windows	431,407	375,251	375,910	-13%	0%
Total	**1,063,197**	**935,379**	**954,916**	**-12%**	**2%**

Source: F. W. Dodge Market Analysis Group

The average number of doors and windows expected to be installed in each new home constructed in 2002 is shown below.

Table 7
Average Number of Doors and Windows per Home Forecast, New Construction, Dallas Market Area, 2002

Category	**Type**	**Demand**	**Average/home**
Interior doors	Passage doors	229,485	7.5
	Passage type used on closets	134,943	4.4
	Closet type	43,167	1.4
	Total interior doors	**407,594**	**13.3**
Exterior doors	Front wood	8,625	0.3
	Front steel	24,986	0.8
	Front fiberglass	1,710	.06
	Front-other material	1,229	.04
	Other: Hinged wood	17,647	0.6
	Other: Hinged steel	62,503	2.1
	Other: Hinged fiberglass	6,742	0.2
	Other: Hinged other material	1,319	.04
	Total exterior doors	**124,761**	**4.1**
Patio doors	Sliding glass	16,969	0.6
	Hinged	29,682	1.0
	Total patio doors	**46,651**	**1.6**
Windows	Window openings	367,052	12.0
	Bow/bay openings	8,859	0.3
	Total windows	**375,910**	**12.3**

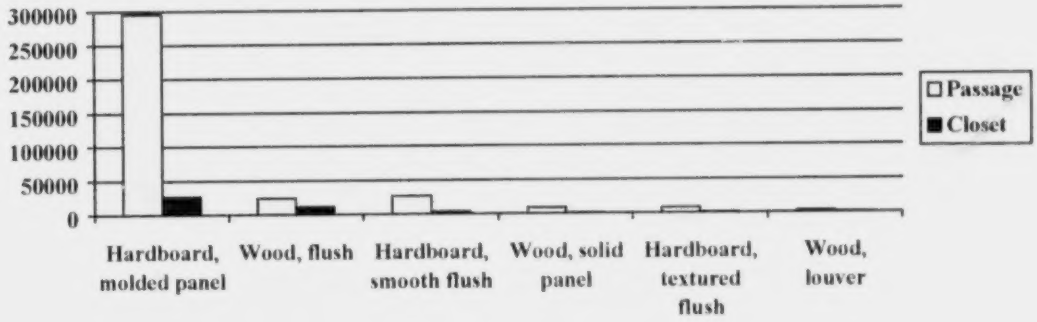
Source: F. W. Dodge Market Analysis Group

A typical home to be constructed in 2002 is expected to have 4.1 exterior doors, likely hinged steel type; 1.6 patio doors, probably hinged; 13.3 interior doors, with 11.9 being interior passage doors and 1.4 closet doors; and 12.3 windows, with relatively few bow/bay windows.

The details of the interior doors in a typical home expected to be built in 2002 are shown below.

Figure 16

**Number of Interior Doors by Type Forecast, New Construction
Dallas Market Area 2002**



Source: F. W. Dodge Market Analysis Group

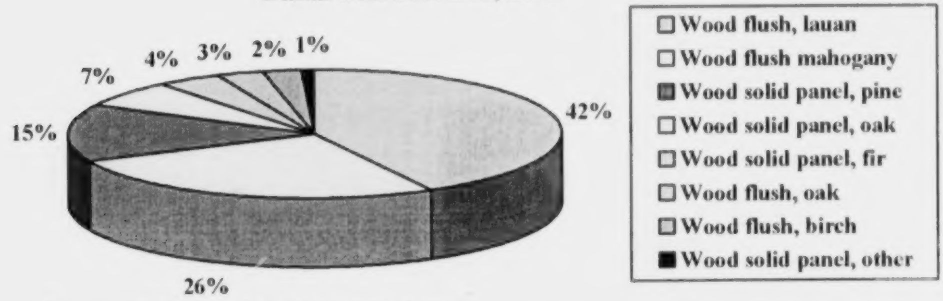
Included in the above interior doors will be specialty doors, with forecasts of over 14,000 pocket doors and 11,500 interior french doors to be installed in 2002. Only 236 mirror doors on metal frames are forecasted to be installed.

Approximately 83% of these interior doors will be pre-hung. Most of the passage doors are expected to be hollow core (87%). Closet doors are generally expected to be bifold double door (67%) or bifold single doors (25%), with only 6% bypass pairs, and 2% accordion fold expected to be used. For passage doors used on closets, it is expected that 72% will be single passage, and 28% double passage. Closet doors are almost exclusively forecasted to be hollow core (98%).

The following chart shows the various interior door front materials expected to be used in 2002.

Figure 17

**Interior Wood Door Front Material Forecast, New Construction
Dallas Market Area, 2002**

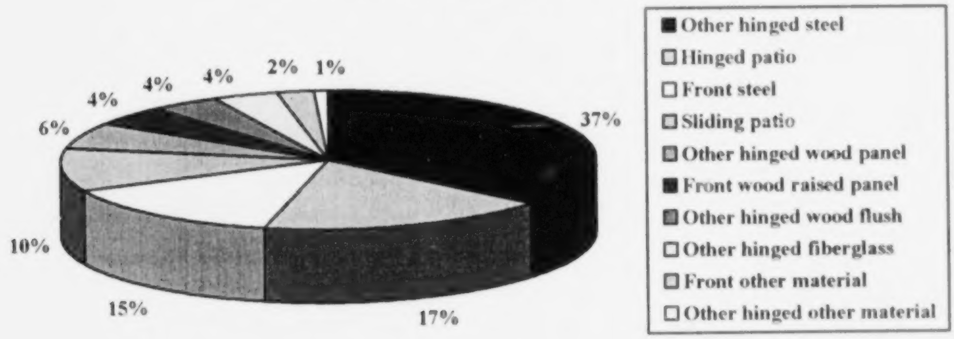


Source: F. W. Dodge Market Analysis Group

The type of exterior doors expected to be installed in homes built in 2002 is shown below.

Figure 18

Type of Exterior Doors Forecast, New Construction
Dallas Market Area 2002



Source: F. W. Dodge Market Analysis Group

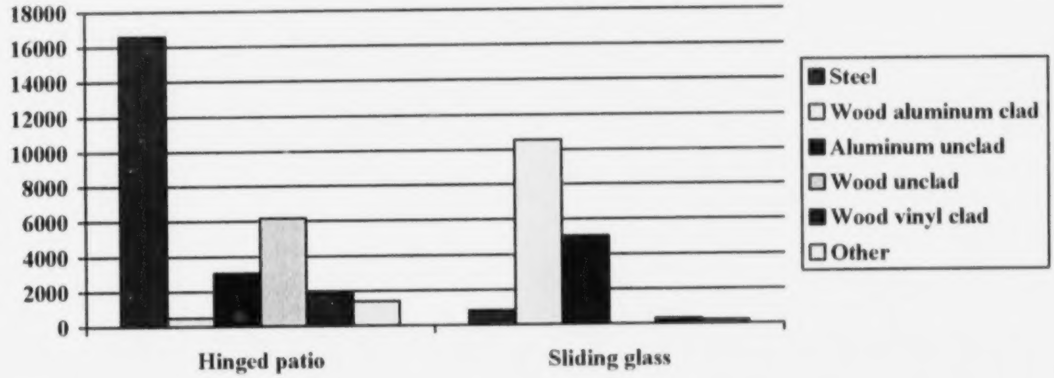
The majority of the exterior doors expected to be installed in new homes in 2002 will be single hinged (63%), with only 8% double-hinged doors forecast to be installed. Each new home is expected to have slightly over 4 exterior doors (excluding patio doors), with 28% of the doors considered front doors, and 72% other exterior doors, including 18% between the house and garage and 12% between the garage and outside.

Of the hinged exterior doors expected to be installed, the largest share are expected to be steel raised panel (46%), followed by steel embossed design (17%), and wood raised panel plain (12%). The most popular doors used as front doors will be steel raised panel (53%), wood raised panel plain (13%), steel embossed design (9%), and wood raised panel carved design (8%). The most popular doors expected to be used in locations other than the front door are similar, with steel raised panel used in 42% of locations, steel embossed design (21%), and wood raised panel plain (11%).

Patio doors expected to be installed in 2002 will be both hinged glass doors (64%) and sliding glass doors (36%). The frame material expected to be used in both of these door styles is shown below. As the chart illustrates there is quite a difference in the framing materials expected to be used for hinged glass doors and sliding glass doors.

Figure 19

Number of Units by Frame Material for Patio Doors Forecast, New Construction, Dallas Market Area, 2002



Source: F. W. Dodge Market Analysis Group

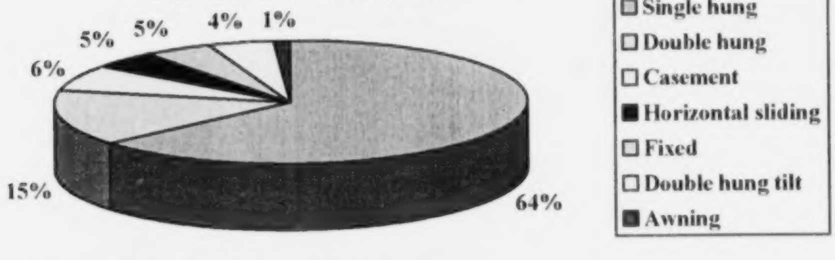
The majority of sliding glass doors forecast to be installed in new homes in 2002 are expected to have dual-pane low E glass (83%). In contrast, 56% of the hinged patio doors are expected to have dual-panes but no low E glass and 34% are expected to have dual panes and low E glass. Only 8% of hinged patio doors are expected to have single pane glass. Approximately 10% of hinged patio doors will be true french doors, and 15% will open to the outside.

In the new homes forecast to be built in 2002 in the Dallas market area, the most common window frame installed is expected to be aluminum (65%), followed by vinyl sash and frame (20%). As is the case in sliding glass doors, the majority of windows expected to be installed will be dual pane with no low E glass (47%), but this is followed closely with by the percentage of windows expected to be dual pane with low E glass (42%).

The various types of windows expected to be installed in 2002 are shown below.

Figure 20

Type of Window Forecast, New Construction Dallas Market Area, 2002

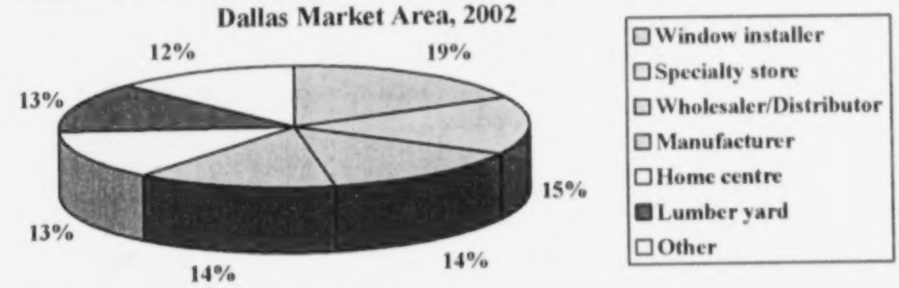


Source: F. W. Dodge Market Analysis Group

The expected place of purchase for the windows used in new home construction is shown below.

Figure 21

Place of Purchase for Windows, Forecast, New Construction Dallas Market Area, 2002



Source: F. W. Dodge Market Analysis Group

As shown above, the source for the windows forecast to be installed in new homes in 2002 is relatively evenly spread among the various suppliers, with window installers being the most frequent place of purchase.

3.10.2.2 Renovation/Repair Market for Doors and Windows

Demand for doors and windows in renovations and repairs is expected to be approximately 47% less than the demand expected for doors and windows in new construction. The types and quantities of doors and windows required for the Dallas home renovation market are shown below.

Table 8
Product Demand, Doors and Windows in Renovation and Repair
Dallas Market Area
2000 Actual and 2001 and 2002 Projected

Total Product Demand in Units	**2000**	**2001**	**2002**
Interior doors	102,800	105,591	108,097
Exterior doors	98,006	100,694	102,869
Patio doors	54,607	56,119	57,233
Windows	172,458	177,185	180,855
Total	**427,871**	**439,589**	**459,054**

Source: F. W. Dodge Market Analysis Group

The renovation market for doors and windows in terms of the number of units required is expected to grow by 3% between 2000-2001 and again by 2% between 2001-2002. The number of doors and windows forecast to be installed in renovations of homes in 2002 is shown below.

Table 9
Number of Units of Doors and Windows Forecast, Renovation and Repair Dallas Market Area, 2002

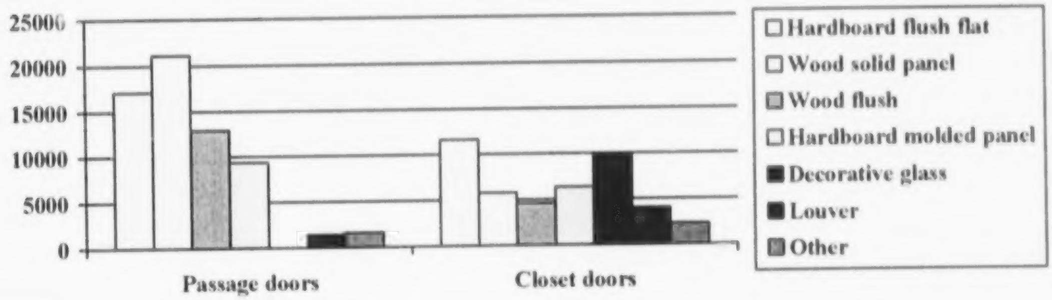
Category	Type	Demand	% Share
Interior doors	Passage wood	34,081	32%
	Passage hardboard	27,380	25%
	Passage other	2,047	2%
	Closet wood	14,477	13%
	Closet hardboard	17,951	17%
	Closet other	12,161	11%
	Total interior doors	**108,097**	**100%**
Exterior doors	Wood flush	16,737	16%
	Wood panel design	16,365	16%
	Steel flush	27,768	27%
	Steel raised panel	34,316	33%
	Steel embossed	6,663	6%
	Fiberglass flush	1,019	1%
	Total exterior doors	**102,869**	**100%**
Patio doors	Sliding glass	23,352	41%
	French doors	16,940	30%
	Hinged patio	15,327	27%
	Other patio doors	1,613	3%
	Total patio doors	**57,233**	**100%**
Windows	Bow/bay	1,712	1%
	Single hung	69,033	38%
	Double hung	5,705	3%
	Double hung tilt	81,014	45%
	Sliding	10,840	6%
	Casement	4,564	3%
	Awning	2,282	1%
	Fixed	5,705	3%
	Total windows	**180,855**	**100%**

Source: F. W. Dodge Market Analysis Group

The details of the interior doors expected to be used in renovation projects in 2002 are shown below.

Figure 22

Number of Units of Interior Doors by Material Forecast, Renovations and Repair, Dallas Market Area, 2002



Source: F. W. Dodge Market Analysis Group

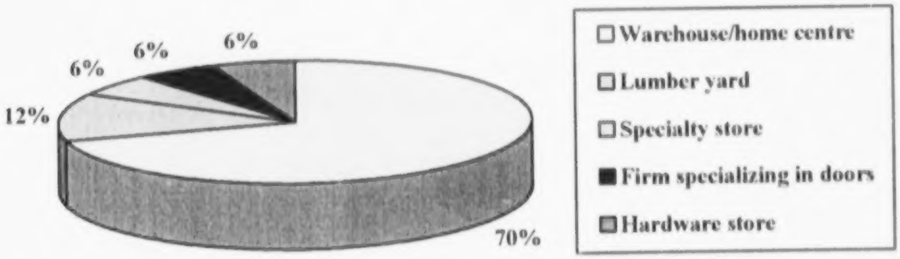
The most common doors used for passages are expected to be wood solid panel (33%) and hardboard flush, flat (27%). Popular closet doors are expected to include hardboard flush, flat (26%), and decorative glass (22%).

In the renovation process involving the installation of interior doors, the majority of doors are expected to be installed by the homeowner (75%). Where a professional will install the interior doors, the majority are expected to be directly purchased by the contractor (76%) with only 24% purchased by the homeowner.

The expected source of the purchase of exterior doors to be installed in renovations of homes in 2002 is shown below.

Figure 23

Source of Purchase of Exterior Doors Forecast Renovation and Repair Dallas Market Area 2002



Source: F. W. Dodge Market Analysis Group

As shown above, the largest source of exterior doors for renovation will be warehouses and home centres. Of the total exterior doors installed during renovations, slightly more are expected to be installed by professionals (51%) than by homeowners (49%). Homeowners are expected to directly purchase 69% of the exterior doors themselves, regardless of who installs the product.

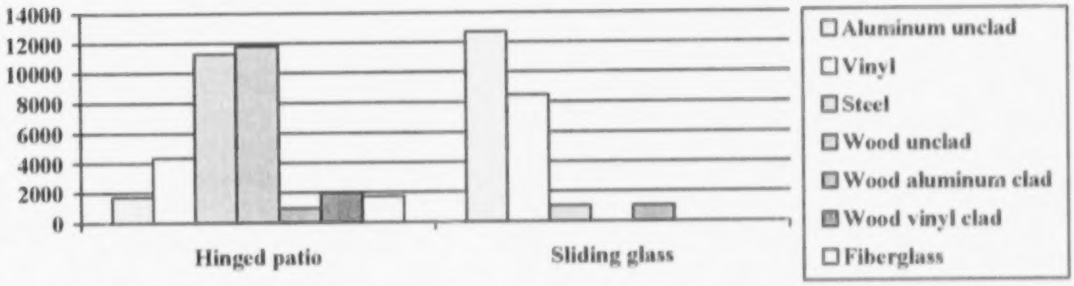
Of all exterior doors installed in renovations in 2002, 83% are expected to be single hinged, and only 17% double hinged. A large number of doors are expected to have glass inserts, with 65% of front doors and 53% of other exterior doors containing glass. Stained or leaded glass is expected to be prevalent over clear glass in front doors, 57% to 43% respectively. In contrast 71% of other exterior doors are expected to use clear glass, while the remaining 29% are expected to use stained or leaded glass. Sidelights on front doors will be included on an estimated 23% of the doors installed, with 14% having one panel and 9% having two panels.

Most doors are expected to be pre-hung in a frame; 70% of front doors and 80% of other exterior doors.

Patio doors for home renovation projects in 2002 are expected to be sliding glass doors (41%), french units (30%), hinged patio doors (26%), and other types (3%). The frame material expected to be used in these door styles is shown below.

Figure 24

Number of Units by Frame Material of Patio Doors Forecast, Renovation and Repair, Dallas Market Area 2002



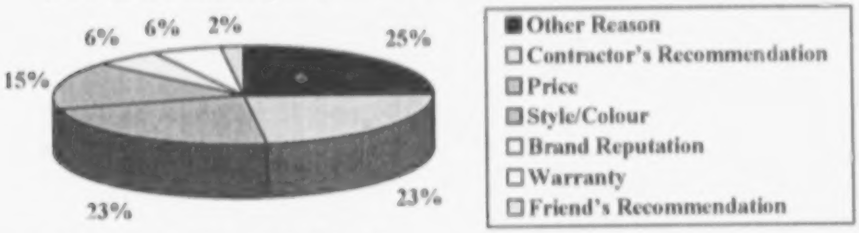
Source: F. W. Dodge Market Analysis Group

The majority of sliding glass doors expected to be installed in home renovations in 2002 will have dual-paned glass (86%), but 14% will have single-pane glass. Similarly, 66% of the hinged patio doors are expected to have dual-panes, although 30% of installations will have single pane glass. Approximately 23% of sliding glass doors will have low-E glass, compared to 13% of hinged patio doors.

Popular patio door brands for home renovation products used in the Dallas market area include Andersen (20% of market), Pella (17%), Marvin (3%), and Peachtree (3%). However, 57% of the windows expected to be used in renovations will be from other manufacturers. The main reasons why a brand was selected are shown below.

Figure 25

Reason for Brand Selection, Patio Doors Forecast Renovation and Repair, Dallas Market Area, 2002



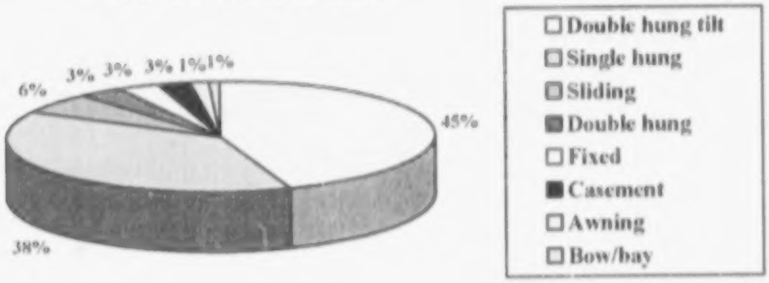
Source: F.W. Dodge Market Analysis Group

Of the 180,855 windows expected to be installed during renovations in 2002 in the Dallas market area, the most common frame material is expected to be vinyl (48%), followed by aluminum unclad (44%). Most of the windows installed will be low E (60%), with 40% installed without low E. Windows installed will be 87% double glazed, with only 13% single glazed. White is the overall favourite frame colour for window renovations, at 72% of the total installed. Other popular colours include brown (14%), tan (9%) and black (4%).

Various types of windows are expected to be installed in renovations in 2002 as shown below.

Figure 26

Type of Windows Forecast, Renovation and Repair Dallas Market Area 2002

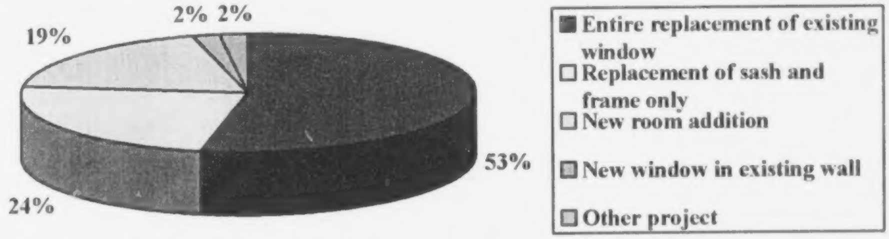


Source: F. W. Dodge Market Analysis Group

The forecast for type of window replacement job is shown below.

Figure 27

Expected Type of Job for Window Installations Forecast Renovation and Repair, Dallas Market Area 2002

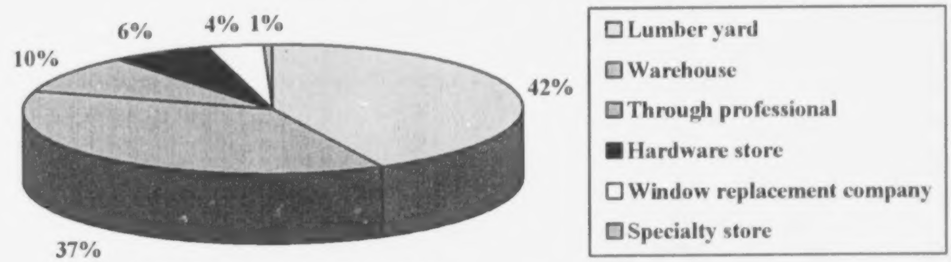


Source: F. W. Dodge Market Analysis Group

Windows in home renovation projects are most often installed by a professional (73%), and 69% are purchased through a dealer. The place of purchase for the windows expected to be installed is shown below.

Figure 28

Place of Purchase for Windows Forecast, Renovation and Repair Dallas Market Area 2002



Source: F. W. Dodge Market Analysis Group

3.10.3 Flooring

Flooring also makes up a large part of the new construction and renovation market in the Dallas market area. The information provided below was prepared by F. W. Dodge Market Analysis Group in August 2001.

3.10.3.1 New Construction Market for Flooring

Actual data on the demand for flooring in new construction projects in 2000 and forecast data for 2001 and 2002 are provided in Table 10 below, which shows that the combined demand for flooring is expected to reach over 59 million square feet in 2002.

Table 10
Product Demand, Flooring in New Construction
Dallas Market Area
2000 Actual and 2001 and 2002 Projected

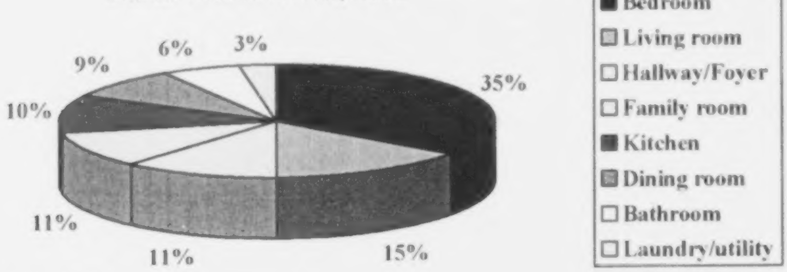
Total Product Demand in Square Feet	2000	2001	2002
Carpet	43,524,518	38,237,102	38,898,278
Resilient Tile	622,102	546,529	555,979
Resilient Sheet	4,393,535	3,859,803	3,926,545
Hardwood	5,183,825	4,554,087	4,632,834
Wood Laminate	601,770	528,666	537,808
Other Laminate	269,385	236,660	240,752
Ceramic Tile	11,203,579	9,842,553	10,012,746
Other	804,982	707,192	719,420
Total	**66,603,698**	**58,512,591**	**59,524,361**

Source: F.W. Dodge Market Analysis Group

The demand for flooring for new homes is forecast to decrease by 12% between 2000 and 2001, and then increase by 2% between 2001 and 2002. Each home forecast to be built in 2002 will require approximately 1,950 square feet of flooring. The breakdown of finished floor area by room is provided in the chart below.

Figure 29

Finished Floor Area by Room Forecast, New Construction
Dallas Market Area, 2002

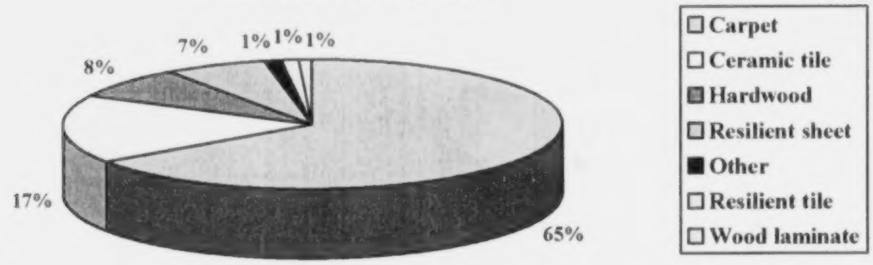


Source: F. W. Dodge Market Analysis Group

A number of different flooring products are expected to be used in 2002 for these new homes, as shown below.

Figure 30

Finished Flooring Materials Forecast, New Construction
Dallas Market Area 2002



Source: F. W. Dodge Market Analysis Group

As shown above, the most popular flooring material forecasted for new construction in Dallas in 2002 is carpet, at 38.9 million square feet. Forecasts for other laminates (non-wood) account for only 240,752 square feet of material for 2002.

The types of flooring materials expected to be used vary depending on the type of room. It is forecast that 84% of living rooms will be carpeted and 11% finished with hardwood flooring. Carpet will again predominate in the dining rooms of these new homes, with 55% of rooms carpeted, 17% with hardwood flooring, 14% finished with ceramic tile, and the remaining floors having primarily resilient sheet or wood laminate. Bedroom flooring will typically be carpet (97%), with only 2% using hardwood.

Flooring expected to be used for hallways includes carpet (74%), hardwood (12%), or ceramic tile (9%). Foyers are expected to have the highest use of mixed products, including ceramic tile (45%) hardwood (19%), resilient sheet (19%) or carpet (7%). Carpet is the most common flooring material expected to be used in most family rooms (75%), followed by hardwood (13%), or ceramic tile (9%).

Kitchens and bathrooms are expected to have high uses of ceramic tile (57% and 59% respectively), with resilient sheet expected to be used 24% in kitchens and 26% in bathrooms. Other flooring expected to be used in these rooms includes hardwood in the kitchen (8%), resilient tile (3% in kitchens and 2% in bathrooms), and carpet (11% in bathrooms). The laundry/utility room is also expected to see high use of ceramic tiles (70%) along with resilient sheet flooring (26%).

3.10.3.2 Renovation/Repair Market for Flooring

It is estimated that a total of 24,117,398 square feet of flooring will be required for renovations in 2002. Renovation excludes carpet, which is considered a covering, rather than a building product, in home renovation projects. In comparison, flooring for residential new construction in 2002 will require 20,626,083 square feet of material, excluding carpet.

Table 11
Product Demand, Flooring, Renovation and Repair
Dallas Market Area
2000 Actual and 2001 and 2002 Projected

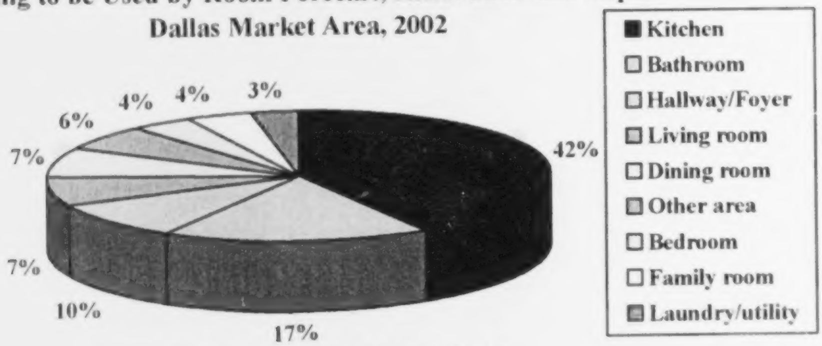
Total Product Demand in Square Feet	**2000**	**2001**	**2002**
Resilient Tile	5,310,168	5,455,757	5,579,454
Resilient Sheet	5,431,135	5,580,040	5,706,555
Wood Strip or Plank	2,333,076	2,397,042	2,451,390
Wood Laminate	415,494	426,885	436,564
Wood Parquet	297,420	305,574	312,502
Ceramic Tile Glazed	3,797,298	3,901,408	3,989,863
Ceramic Tile Mosaic	293,475	301,522	308,358
Ceramic Tile Other	454,676	467,142	477,734
Quarry Tile	2,379,096	2,444,324	2,499,743
Other Laminate	1,364,818	1,402,237	1,434,030
Marble	244,037	250,728	256,412
Other	632,708	650,055	664,793
Total	**22,953,402**	**23,582,713**	**24,117,398**

Source: F.W. Dodge Market Analysis Group

This flooring is expected to be used throughout homes as shown below, with the greatest number of projects involving kitchens and bathrooms. The demand for the above flooring types is forecast to grow by 3% between 2000 and 2001, and again by 2% between 2001 and 2002.

Figure 31

Flooring to be Used by Room Forecast, Renovation and Repair
Dallas Market Area, 2002

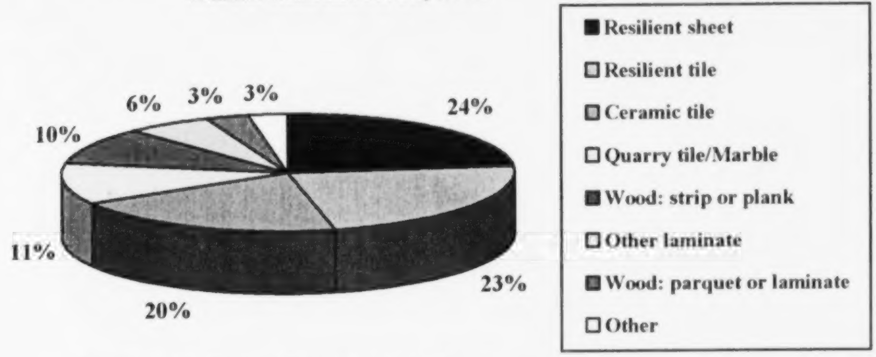


Source: F. W. Dodge Market Analysis Group

The type of materials expected to be used for residential flooring renovations are shown below.

Figure 32

Type of Flooring Material Forecast, Renovation and Repair
Dallas Market Area, 2002

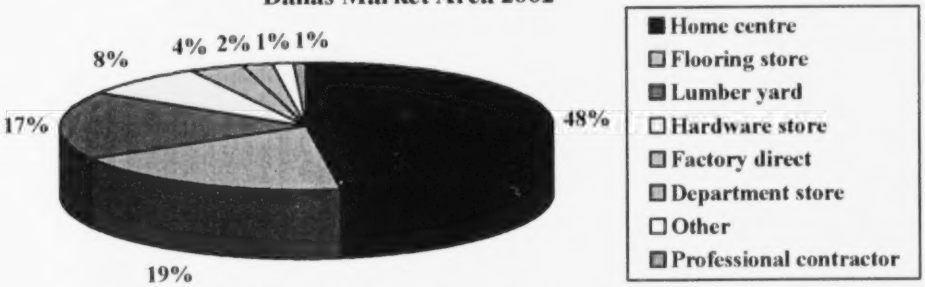


Source: F. W. Dodge Market Analysis Group

The number of homeowners expected to install their own flooring in 2002 is just under half of all renovators (47%), with the remainder expected to hire contractors for the work. Just over half of the homeowners are expected to purchase their own flooring materials (53%). The place where the materials is expected to be purchased is shown below, with the highest quantities forecast to be purchased at home centres.

Figure 33

Place of Purchase, Flooring Forecast, Renovation and Repair
Dallas Market Area 2002



Source: F. W. Dodge Market Analysis Group

3.10.4 Siding

A considerable amount of siding is also required for new construction and renovations in the Dallas market area. The information provided below was prepared by F.W. Dodge Analysis Group in August 2001.

3.10.4.1 New Construction Market for Siding

Actual data on the demand for siding material in new construction in 2000 and forecasts for 2001 and 2002 are provided in Table 12 below, which shows that demand for siding is expected to be approximately 47.9 million square feet in 2002. These figures show a 13% decrease from 2000 to 2001 and a 1% decrease from 2001 to 2002.

Table 12
Product Demand, Siding Materials in New Construction
Dallas Market Area
2000 Actual and 2001 and 2001 Projected

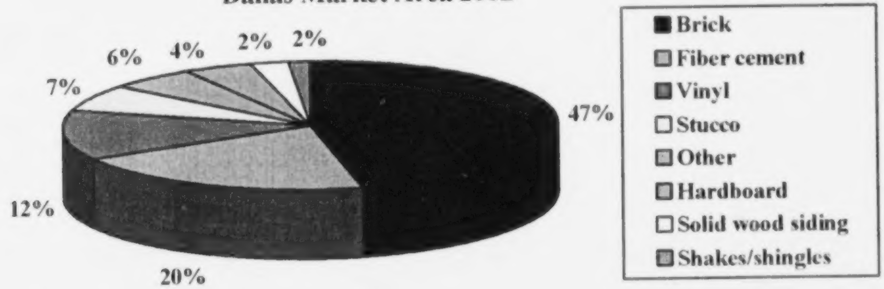
Product Demand for Exterior Siding (sq. ft)	**2000**	**2001**	**2002**
Hardboard	2,667,130	2,309,090	2,292,836
Solid Wood Siding	1,489,211	1,289,297	1,280,222
Shakes or Shingles	1,078,884	934,053	927,478
Brick	26,227,177	22,706,405	22,546,570
Stucco	3,476,915	3,010,169	2,988,980
Vinyl	6,721,487	5,819,185	5,778,223
Fibre Cement	11,089,626	9,600,939	9,533,357
Other	3,075,325	2,662,489	2,643,747
Total	**55,825,754**	**48,331,629**	**47,991,413**

Source: F. W. Dodge Market Analysis Group

The following chart illustrates the demand for exterior siding in square feet of wall covered.

Figure 34

Square Feet of Siding Material Forecast, New Construction
Dallas Market Area 2002



Source: F. W. Dodge Market Analysis Group

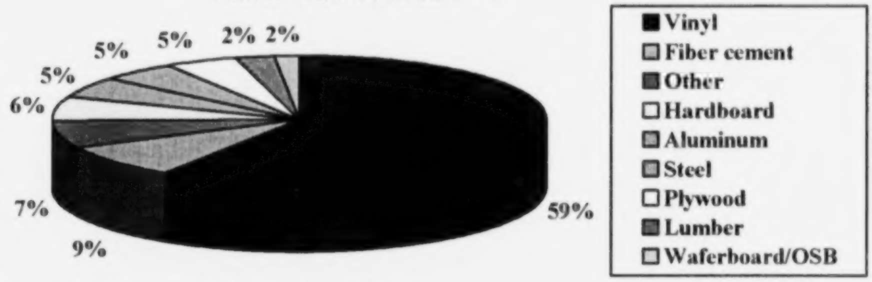
There is more waste involved with some siding materials than others. Solid wood siding has the highest degree of waste (23%), followed by hardboard (16%), shakes and shingles (11%) and brick (8%). In contrast, there is only 5% waste when using vinyl and fiber cement and no waste when using stucco.

3.10.4.2 Renovation/Repair Market for Siding

It is estimated that a total of 40,448,757 square feet of siding will be required for renovations in the Dallas market area in 2002. This is somewhat less than the demand for siding materials for new construction, which is forecasted to be almost 48 million square feet in 2002. The types of materials expected to be used in renovations in 2002 are shown below.

Figure 35

**Square Feet of Siding Material Forecast, Renovation and Repair
Dallas Market Area 2002**



Source: F.W. Dodge Market Analysis Group

Other materials for renovation and repair includes forecasts for shakes or shingles of 206,957 square feet, brick at 254,255 square feet, and stucco at 283,274 square feet.

There is considerable difference between the siding materials that are expected to be used in new construction and in renovations in 2002. The table below shows the demand for siding materials expected to be used in both new construction and renovations in 2002.

Table 13
Comparative Product Demand of Siding Materials in New Construction and Renovations
Dallas Market Area, 2002

Product Demand for Exterior Siding (sq. ft.)	New Construction	Renovation and Repair
Brick	22,546,570	254,255
Fibre Cement	9,533,357	3,541,665
Vinyl	5,778,223	23,904,260
Stucco	2,988,980	283,274
Other	2,643,747	1,657,667
Hardboard	2,292,836	2,564,106
Solid Wood Siding/ Plywood/Lumber	1,280,222	2,914,259
Shakes or Shingles	927,478	206,957
Aluminum	n/a	2,071,971
Other Metal	n/a	338,487
Steel	n/a	2,007,328
Waferboard/OSB	n/a	704,528
Total	**47,991,413**	**40,448,757**

As shown above, some materials such as aluminum, other metal, steel and waferboard are used exclusively in renovation and repair in the Dallas market area. Brick and stucco are used much more frequently in new construction than renovation and repair. The use of fiber cement accounts for 14.7% of the total siding product demand, ranking second for both new construction and renovation and repair. Vinyl siding has a 59% share of the total product demand for renovation and repair, yet for new construction this material only has a 12% share.

3.10.5 Pre-engineered/Panelized Building Systems

There are five different types of factory-built housing recognized by the Manufactured Housing Institute[5] in the United States. These are defined below:

Manufactured housing

A manufactured home is built entirely within a factory. The building is built to specifications that meet the Federal Manufactured Home Construction and Safety Standards code (known as the HUD code), which was implemented in 1976. A manufactured home can include one or more sections that are installed on the site. Additions are frequently made to these homes such as garages, decks, or porches. The HUD code regulates areas including design, construction, strength, durability, transportability, fire resistance, energy efficiency and quality, as well as performance levels for heating, plumbing, air conditioning, thermal and electrical systems.

---

[5] Manufactured Housing Institute, http://www.mfghome.org, Economic Report, July 2001

Modular homes

A modular home is built to meet the requirements of the state, municipal, regional or other such codes where the home will be located. This type of home is transported to the site and then installed.

Panelized homes

A panelized home is built using multiple panels that are constructed in a factory and then transported to the site where they are assembled. These panels can include all of the elements of the finished home, including windows, exterior finishes, electrical wiring, plumbing, insulation and drywall (considered a 'closed' panel). In locations where a local building office must inspect and approve elements such as electrical wiring, an 'open' panel is used, which includes windows and exterior finishes. Other elements such as insulation, wiring, plumbing and drywall are completed at the site and inspected as they are installed. Panelized homes are built to meet local building code requirements that vary considerably between municipalities and states.

Pre-cut homes

Pre-cut homes are also known as kit or log homes. These homes are constructed using materials that are factory cut, transported to the site and then assembled. As in the case of modular and panelized homes, pre-cut homes must meet local building code requirements.

Mobile homes

The term "mobile home" refers to a moveable home built before the HUD code for manufactured homes was implemented in 1976. During the period from 1970 to 1976, mobile homes were built according to industry standards on a voluntary basis by the manufacturers.

In Canada, the terms manufactured housing and prefabricated buildings are used to describe what would be called manufactured housing, modular and panelized homes in the U.S. Typical products shipped from Canada to the U.S. include wall panels, roof trusses and floor panels. These are shipped flat, then assembled on the home building site.

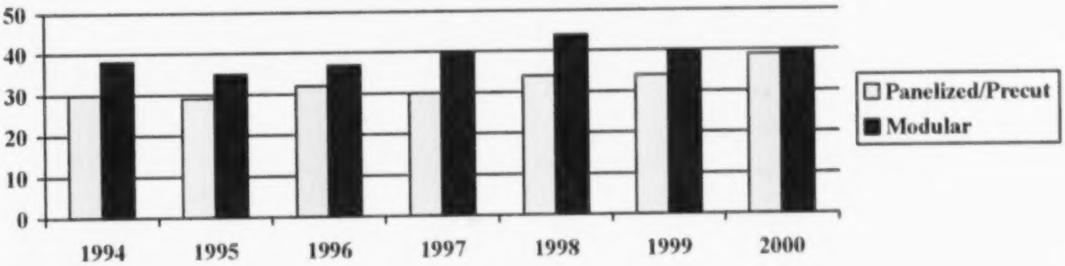
A representative of the Manufactured Housing Association of Canada indicated that he expects this sector will continue to expand for Canadian exporters. One major reason for this positive outlook is due to the large quantities of softwood lumber available in Canada for the assembly process. In addition, although Canadian softwood lumber is currently charged a tariff when it is exported to the United States, the same lumber when it is built into a panelized building system does not incur a tariff when exported.

3.10.5.1 New Construction Market for Pre-Engineered/Panelized Building Systems

The U.S. Census provides information on panelized home production. Their statistics show the construction method used for one-family houses and multifamily buildings. These are further broken down into four regions. For these data, panelized construction method includes both panelized and precut units.

Single-family homes are the most common use for panelized building systems for residential construction. The growth in the use of these materials between 1994 and 2000 is shown below, and is compared to modular housing.

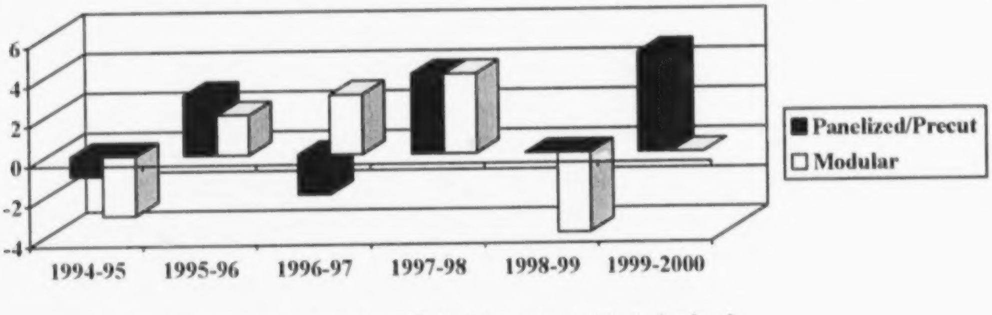
Figure 36
Number of Houses (in 000's) Completed in U.S. by Construction Method for Panelized and Modular Methods Only



Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

As shown above, the use of panelized building systems has been growing since 1995. The growth rate for panelized/precut and modular housing for the U.S. for the period from 1994 to 2000 is shown below.

Figure 37
Change in Use of Panelized/Precut and Modular Building Systems in U.S.



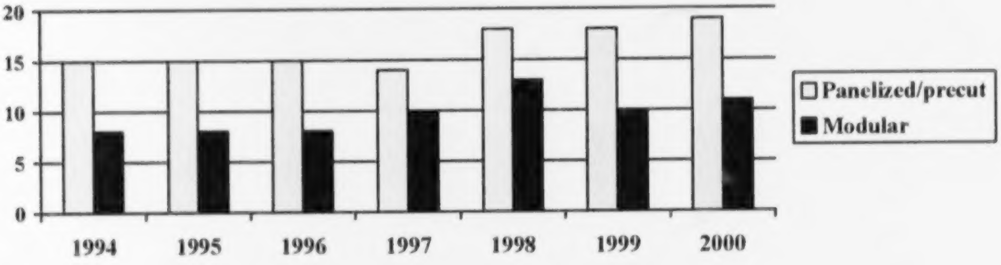
Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

Although significant growth has been experienced using panelized/precut building systems, they still made up only 3% of the total new single family construction across the U.S. in 2000.

The Dallas market area is part of the South region in terms of the U.S. Census data. For this area, panelized/precut building systems made up 3.4% of the total market for single family homes built in 2000. In comparison, modular building systems accounted for 1.9% of all single family homes completed during the same period.

However, while national figures for panelized/precut building systems showed drops in 1995 and 1997, for the South region a modest decline was seen in 1997, and these systems have grown overall by approximately 4,000 homes since 1994. Modular systems showed a decline in 1999 in the South region, and by 2000 had not recovered to the level seen in 1998. The number of homes built using panelized/precut and modular building systems in the South for single family homes is shown below.

Figure 38
Number of New Single Family Homes Completed in 2000 using Panelized/Precut and Modular Building Systems, South U.S., in 000's



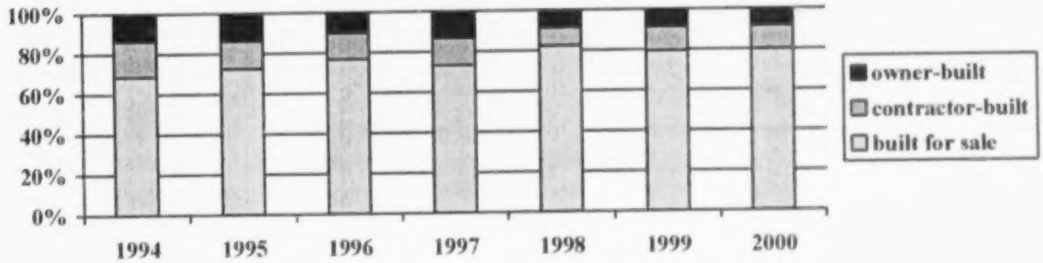
Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

The U.S. Census Bureau also tracks the use of panelized/precut and modular building systems in single family homes for those completed inside or outside Metropolitan Statistical Areas. Panelized/precut building systems are more likely to be used inside a Metropolitan Statistical Area than outside these areas. In 1994, 83% of homes built using these systems were inside Metropolitan Statistical Areas. By 2000, that number had declined to 79%, showing an increase in the use of these building forms outside the major population centres. The converse is true for modular building systems. In 2000, only 40% of homes built with modular systems were located inside Metropolitan Statistical Areas.

Data for single family homes completed is tracked by the U.S. Census Bureau by those homes built for sale, homes built by and for the owner, and homes built by a contractor on the owner's land. The chart below shows the breakdown of these three types of construction for panelized/precut and modular building systems.

Figure 39

Type of Construction Method of New One-Family Houses Completed using Panelized/Precut Building Systems, U.S.

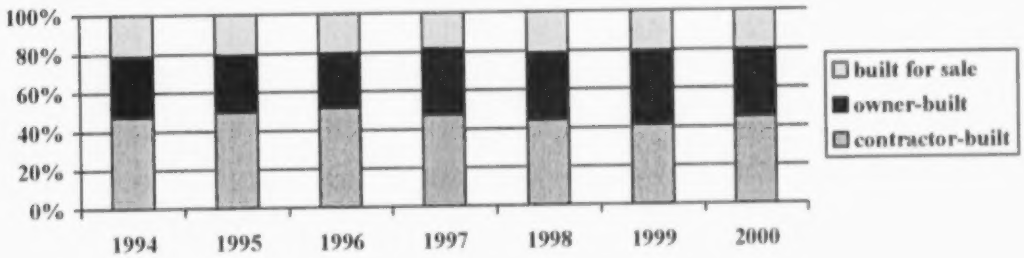


Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

According to the census data, the most popular uses of panelized/precut building systems are for homes built for sale.

Figure 40

Type of Construction Method of New One-Family Houses Completed using Modular Systems, U.S.

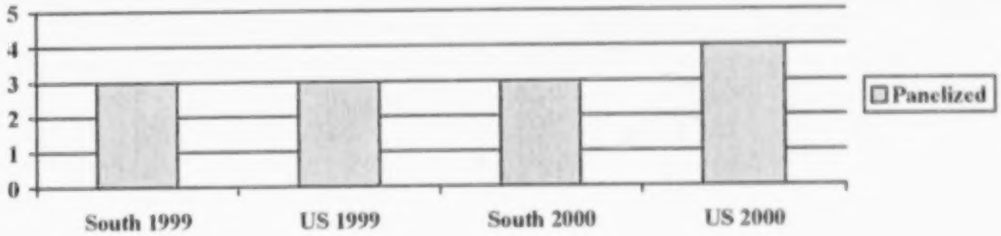


Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

As shown above, the most frequent use of modular building systems for single family homes in the U.S. is for contractor-built homes where the owner already owns the land.

The U.S. Census Bureau also tracks the use of panelized building systems for multifamily housing. Unfortunately, the data collected for these buildings is not provided for the number of units built, but is available on a percent distribution basis as shown below. The corresponding data for modular building systems was considered fewer than 500 buildings or less than 0.5%, and therefore was not reported by the U.S. Census Bureau.

Figure 41
Percentage of Panelized Construction Method Used for Multifamily Buildings, South and U.S., 1999 and 2000



Source: U.S. Census Bureau www.census.gov/ftp/pub/const/www/charindex.html

As shown above, the use of panelized construction methods for multifamily housing is fairly close to the use of this system across the country.

Within the construction industry there has been some discussion regarding the U.S. Census Bureau's definition of 'panelized' housing. The Building Systems Magazine article Panel Production Up Census Says, But Definitions Debatable[6] states that many times the field researchers collecting the data must make interpretations on whether to include a certain component as a Site-Built or Other form of construction method (other, in this case, includes panelized and precut forms). The difficulty lies in the distinction of components such as wall panels or trusses that in some cases are factory built but considered site-built. The definitions of these two forms are provided as follows:

"Panelization is defined as, "Shipped from the factory as a package of wall panels, roof trusses, and other components to be assembled on site. May include all materials required to finish the house as a complete package." Site-built is defined by the Census Bureau in the same study as, "Built entirely on site except that it may include some factory components such as roof and floor trusses, wall panels, door frames, etc."[7]

Another analysis noted in this article refers to a study conducted by The Freedonia Group[8] entitled Prefabricated Housing to 2005 that indicates panelization systems were "created for more than 181,000 homes in year 2000, more than four times the volume recorded by Census researchers."[9] The Freedonia Group[10] also was reported to forecast that panelization systems would be used for 199,000 homes built in 2010 across the U.S.

---

[6] Building Systems Magazine, Panel Production Up Census Says, But Definitions Debatable, www.buildingsystems.com/newpage4.htm

[7] ibid

[8] The Freedonia Group Incorporated, Study #1458, Prefabricated Housing to 2005, www.freedoniagroup.com

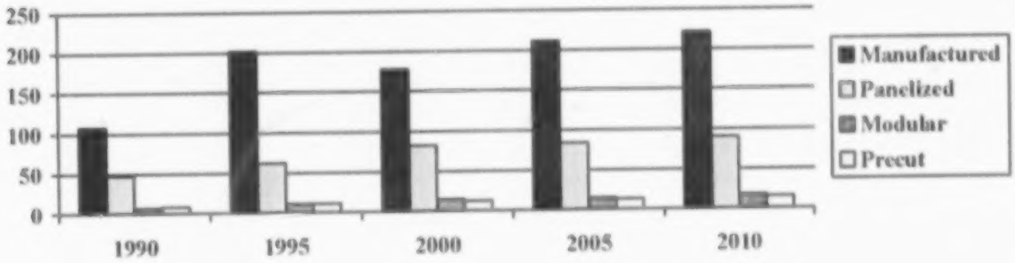
[9] Building Systems Magazine, Panel Production Up Census Says, But Definitions Debatable, www.buildingsystems.com/newpage4.htm

[10] The Freedonia Group Incorporated, Study #1458, Prefabricated Housing to 2005, www.freedoniagroup.com

The Prefabricated Housing to 2005 report by the Freedonia Group provides information on four U.S. regions. The Dallas market area is located within the South Region, and is further identified as the West South Central States subregion. The forecast for the demand of prefabricated housing for this subregion "is expected to decline less than one percent per year through 2005 to 91,000 units. These gains are a far cry from the more than ten percent annual advances from 1990 to 2000."[11] The Freedonia Group is forecasting the demand for modular, panelized and precut housing will "remain relatively flat, with only panelized housing posting gains through the forecast period."[12]

Data for the number of prefabricated homes forecast to be built in the South Region is provided below.

Figure 42
South Prefabricated Housing Demand by Product (000's), 1990-2010



Source: Freedonia Group Incorporated Report #1457, Prefabricated Housing Demand by Region

As shown above, panelized housing has seen strong growth each year from 1990 to 2000, and is forecasted to increase from only 48,000 units in 1990 to 90,000 units in 2010. The market share of panelized housing is forecasted to be at 26% of the total market for prefabricated housing in the South for both 2005 and 2010, decreasing slightly from 28% in 2000.

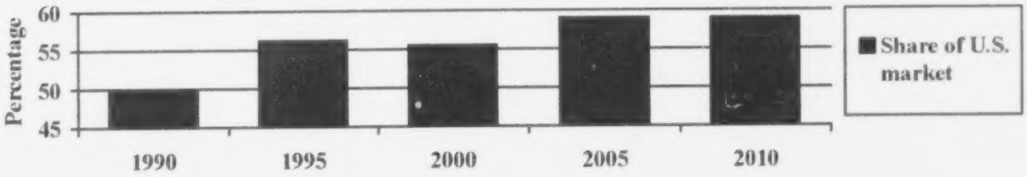
The number of prefabricated units to be built across the South region is increasing, and is also making up a larger share of the total number of prefabricated homes built across the U.S. The following chart tracks the change in the market share for this region between 1990 and 2010.

---

[11] ibid.

[12] ibid.

Figure 43
Share of South Prefabricated Market in U.S., 1990-2010



Source: Freedonia Group Incorporated Report #1457, Prefabricated Housing Demand by Region

In terms of Canadian exports of manufactured homes to the U.S. and to Texas, the Manufacturing Industries Branch of Industry Canada Prefabricated Housing Review Report[13] states that in the nine-month period beginning January 1, 2000, the value of prefabricated homes exported from Canada to Texas was $7,510,000 (Cdn $), a rise of 34.3% over the same period in the previous year. Texas ranks 12th for the first 9 months of 2000 of the top 20 markets for Canadian prefabricated building exports. The 2000 Prefabricated Housing Review[14] report states that the total exports for 2000 to Texas were $9.197 million (Cdn $), compared to $7.803 million (Cdn $) for 1999; a growth of 17.86%.

For 2001, the Prefabricated Housing Review report for January to June 2001[15] shows a continued increase in exports of prefabricated buildings to Texas from Canada, rising by 44.8% compared to the same period in 2000. This places Texas 5th of all states in terms of Canadian exports of prefabricated buildings, while in 2000 the state was ranked 14th for exports.

Overall, Canadian exports of prefabricated buildings to the U.S. have risen. Statistics provided by the Manufactured Housing Association of Canada demonstrate steady increases between 1997 and 2000 as shown below.

---

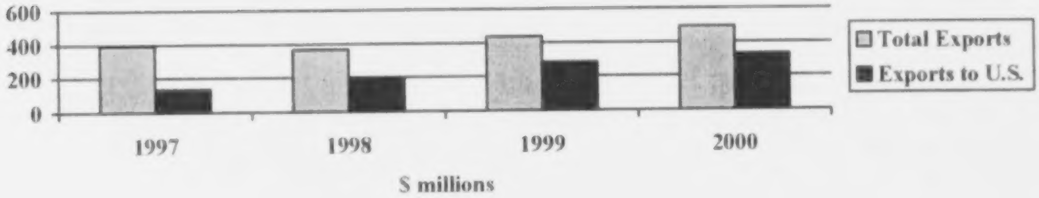
[13] Industry Canada, Prefabricated Housing Review, Volume 6, Issue 4, Winter 2000, http://strategis.ic.ca/SSG/fbo1347e.html

[14] Industry Canada, Prefabricated Housing Review, Volume 7, Issue 1, November 2001, 2000 Year in Review

[15] Industry Canada, Prefabricated Housing Review, Volume 7, Issue 2, December 2001, Jan.-June 2001

Figure 44

Canadian Exports of Prefabricated Buildings, 1997-2000



Source: Manufactured Housing Association of Canada, Industry Canada Prefabricated Building Export Statistics

3.10.5.2 Renovation/Repair Market for Pre-Engineered/Panelized Building Systems

It is not expected that a large component of the market for manufactured home products would be found in the home renovation market. Unless the component was a stand-alone unit, (i.e. a garage or a glass-enclosed sunroom), panelized building systems would be unlikely to be used outside the new home construction market. The very nature of renovation projects involves fitting the addition or renovation to the existing structure, and therefore excludes most products that would be considered pre-engineered or panelized. This fact is brought out in the data available from the Manufactured Housing Institute that do not make any mention of products used for renovations or repairs.

4.0 GETTING CONNECTED

The previous sections demonstrate that the Dallas market area represents a major potential opportunity for Canadian exporters of a wide range of residential building products. In order to realize this potential, it is crucial that exporters understand the basics of exporting and how to develop effective strategies for penetrating export markets. It is also important that exporters understand key regulations, codes and standards and how they are applied to their products.

This section of the guide provides a range of information on each of the above subjects to help exporters achieve success in the Dallas market. It also includes a list of important contacts in the Dallas area. A complete list of contacts is provided in Appendix Three.

4.1 THE BASICS OF EXPORTING TO THE U.S.

Given the traditional linkages between the Canadian and American economy, the export process between the two nations is highly developed. A large proportion of Canadian producers possess considerable experience exporting to the United States and are often considered simply another regional arm of larger American companies.

At the same time, however, many Canadian firms have never exported to the United States or have been inactive for some time. Especially for small and medium enterprises, unfamiliarity with the export process may discourage active participation in export markets.

This section provides some basic information about the export process for those firms currently inactive but considering moving into the U.S. market, as well as those already involved in exporting and considering expanding operations.

4.1.1 Product Classification

The first step in the export process is to classify your products. The classification system begins with using the Harmonized Tariff Schedule (HTS) to classify the products. The Harmonized System (HS) is an alphanumerical coding system used for the classification of goods to be imported and exported. The HS has been adopted by a majority of major trading countries, with the HTS adopted as the U.S. version.

In order to properly classify your products you must start with a precise and accurate description of the imported product, material or component and how it will be used in the United States. The Tariff Schedule available from Customs Brokers should be used, from which you can locate your product based on its description. It is best to discuss your product and your exporting objectives with a qualified and recommended Customs Broker, since they will not only be able to help classify the product and determine any tariffs or fees involved in its export, but they should also be able to discuss methods of getting into the U.S. market and possible U.S. warehousing sites for your products, to help establish a local presence.

Many firms exporting into the U.S. indicate that, while the overall process is generally reasonable, the major problem may not always be regulatory. It may, in fact, be related to the need to complete paperwork for selling products into the United States. Even though NAFTA has decreased or totally removed a lot of financial fees and tariffs for shipping into the U.S., the need for paperwork has to a great extent not been removed.

In addition, there are Customs Broker's costs associated with each shipment across the border, so large quantities of small shipments are obviously more expensive than single large shipments. In lieu of establishing a warehouse in the U.S., it is possible to rent space from a Customs Broker, who provides storage space as part of the benefits of using his service. Thus, it is possible to ship larger quantities of material in one batch for storage, and then ship the smaller quantities as needed within in the U.S. from the warehouse.

4.1.2 Using a Customs Broker

- **The Role of the Customs Broker**

Although the duties on most goods were effectively eliminated as of January 1, 1998 due to the North American Free Trade Agreement (NAFTA), duties on third-country goods still apply. All merchandise coming into the United States must still clear U.S. Customs. Exporters must take this into account when developing an export plan.

To stimulate cross-border trade, efforts have been made to free up the flow of goods and people between Canada and the United States via the Canada-United States of America Accord signed in February, 1995. The Accord aims to reduce costs for government and business by sharing resources, streamlining border-crossing processes, introducing electronic customs declaration and undertaking more effective inspection.

In view of the many complexities involved in moving goods across the border, a critical component in successfully exporting products to the U.S. is the Customs Broker. The DFAIT publication "Focus on the United States" provides a most useful description of the role of the Customs Broker:

> *"Customs clearance is a complex process that can give rise to frustrating and expensive delays if proper advance preparation has not been carried out."*

- **Functions of the Customs Broker**

The "Focus on the United States" publication goes on to point out that a reputable, full-service Customs Broker will act as a trade facilitator, providing the information necessary to help your company negotiate the various steps involved in Customs clearance. Brokers will also advise regarding tariff classifications, duty rates and other fees collected by Customs, valuation rules, NAFTA rules of origin, Customs country-of-origin marking requirements, labelling requirements and current modernization/automation programs.

The Customs Broker will also be able to help you find the best way to bring your products to the market and advise whether or not U.S. warehousing sites might be a preferred option to help establish a local presence. Given the costs associated with Customs Brokers, many exporters find it preferable to make infrequent large shipments of stock to warehouses in the U.S., rather than pay the higher brokerage cost of frequent small shipments.

In order to ensure the expedient movement of products across the border, it is most important to select and utilize the services of a reputable and effective Customs broker. These can be identified through the local Yellow Pages, or through the Canadian Consulate General in the selected export region of the United States.

4.1.3 U.S. Customs Duty and Import Regulations

The implementation of NAFTA has significantly altered the rates of duty charged by the U.S. for Canadian-made products. The list below shows the general rate of duty and the rate of duty for Canadian products in the five product lines we are reviewing.

Table 12
Current Tariff Rates for Canadian Products Exported to the U.S.

Tariff Code	Description	General Rate of Duty	Rate of Duty for Canadian Product
3916.20.00	plastic siding	5.8%	free
3925.20.00	plastic doors and windows	5.3%	free
4409.10.10	wood, coniferous, siding	free	Subject to Anti-dumping duty and countervailing duty
4409.10.20	wood, coniferous, flooring	free	free if end-matched
4409.20.10	wood, nonconiferous, siding	free	free
4409.20.25	wood, nonconiferous, flooring	free	free
4418.10.00	wood windows	3.2%	free
4418.20.40 and 4418.20.80	wood doors, french doors, flush doors	4.8%	free
4418.30.00	wood parquet panels	free	free
4418.50.00	wood shingles and shakes	free	free
4504.10.30	agglomerated cork floor coverings	free	free
5702	carpets and other textile floor coverings, woven, not tufted or flocked, whether or not made up, including "Kelem", "Schumacks", "Karamanie" and similar hand-woven rugs	various rates from free to 8.4%	free

Tariff Code	**Description**	**General Rate of Duty**	**Rate of Duty for Canadian Product**
5703	carpets and other textile floor coverings, tufted, whether or not made up	various rates from free to 6.9%	free
5704	carpets and other textile floor coverings, of felt, not tufted or flocked, whether or not made up	various rates from 1.1% to 4.8%	free
5705	other carpets and other textile floor coverings, whether or not made up	various rates from free to 3.9%	free
6901.00.00	bricks, blocks, tiles and other ceramic goods of siliceous fossil meals	free	free
6902	refractory bricks, blocks, tiles and other similar refractory ceramic construction goods, other than those of siliceous fossil meals	free	free
6904	ceramic building bricks, flooring blocks, support or filler tiles and the like	free	free
6907	unglazed ceramic flags and paving, hearth or wall tiles; unglazed ceramic mosaic cubes and the like, whether or not on a backing	12%	free
6908	glazed ceramic flags and paving, hearth or wall tiles; glazed ceramic mosaic cubes and the like, whether or not on a backing	various rates from 10.6% to 12.%	free
7308.30.10	structures…and parts of structures…of iron and steel, doors, windows and their frames and thresholds for doors, of stainless steel	0.7%	free
7308.30.50	structures…and parts of structures…of iron and steel, doors, windows and their frames and thresholds for doors, of other materials	0.5%	free
7308.90.95	structures…and parts of structures…of iron and steel, sheet-metal roofing, siding, flooring and roof drainage equipment	1.1%	free
7610.10.00	aluminum structures…doors, windows and their frames and thresholds for doors	5.7%	free

Tariff Code	Description	General Rate of Duty	Rate of Duty for Canadian Product
7610.90.00	aluminum structures…sheet-metal roofing, siding, flooring and roof guttering and drainage equipment	5.7%	free
9403.20.00	Other furniture and parts thereof, other metal furniture for households	free	free
9403.40.90	Other furniture and parts thereof, wooden furniture of a kind used in the kitchen, other, cabinets designed for permanent installation	free	free
9406.00.40	prefabricated buildings, of wood	2.6%	free
9406.00.80	prefabricated buildings, other	2.9%	free

Source: U.S. International Trade Commission, http://dataweb.usitc.gov/

As you can see, there are no duties levied on Canadian products for the five product lines we are reviewing, as long as the entire product is manufactured in Canada. The Country of Origin Rules of NAFTA determine the NAFTA duty rates. Remember that if your product contains components from a country other than Canada, various rates will be applied. The determination of these rates can sometimes be confusing and consultation with U.S. Customs and a Customs Broker is strongly recommended to help keep you up to date with changes.

4.1.4 Country of Origin Marking

Country of origin marking is the single most troublesome area for most Canadian exporters and U.S. importers, and can be one of the most costly things to correct if not done properly.

Regardless of whether or not they qualify under NAFTA, all Canadian components imported to the U.S. must be permanently and noticeably marked "Made in Canada". The definition of permanent is non-removable until the ultimate U.S. purchaser has seen that the goods are imported. It is generally not sufficient to apply an easily removable tag or sticker. Such tags or stickers could be easily removed by an importer, and then the goods sold to an American consumer as domestic product.

Furthermore, the print size cannot be smaller than other information on a label, so as to be unnoticed. In most cases, customs officers will insist on some permanent marking such as branding, printing or stamping, in such a way that it cannot be removed, or easily covered until installed.

The ultimate purchaser would probably be considered to be the home builder, who then includes that assembly as a component part in his finished product. However, in the case of replacement windows, for example, that ultimate consumer might be a home owner buying from a building supply store. If there is a package or carton in which the component is shipped, and on which the country of origin is clearly and noticeably marked, that might be considered sufficient.

However, if the U.S. customer officer decides that it might be possible for a wholesaler or dealer to remove the packaging before the sale to the ultimate customer, he is within his rights to refuse entry of the goods, or in the case of a repeat offender, seize them, unless every component within the carton is marked.

Exporters should take the time and effort before shipping to ensure that this regulation is fully complied with. If an exporter has ever tried to import improperly marked products to the U.S. and been refused even once, the company name and importer number will be noted in the computer files as a past offender and every shipment will attract extra scrutiny.

Customs brokers should be asked to obtain the necessary rulings with regard to NAFTA compliance before attempting to ship any product into the U.S., especially if there is a customer waiting for it. Having samples refused entry could be an annoyance, but losing a customer whose construction is held up waiting for your products to be acceptable for customs clearance would be disastrous.

4.1.5 Business Immigration Issues

One of the most widespread issues involved in exporting residential building products and services to the U.S. relates to "business immigration". In this industry, one key consideration for Canadian exporters is the periodic need to teach customers' employees how to use the product, or install it into a structure. The U.S. National Labour Relations Act grants employers and employee representatives certain exemptions from the laws outlawing unfair labour practices, if the employer is engaged in the building and construction industry.

The Act permits the admission of Canadians seeking to install, repair or maintain equipment pursuant to an after-sales service provision of a sales contract. These activities qualify as building and construction work, if the work involves structural changes to the building housing the equipment.

Aliens may not enter the United States to perform building and construction work in the U.S., even pursuant to an after-sales service provision of a sales contract. Aliens may, however, be admitted to train or supervise the labourers who will actually perform the building and construction work.

The after sales service provision of the Free Trade Act, therefore, does not permit Canadians to enter the United States to provide installation, repair or maintenance services that entail making structural changes to any building. These Canadians may, however, be admitted to provide installation, repair or maintenance services that do not involve actual construction work per se. They may also enter in order to train or supervise other persons performing installation, repair or maintenance services that do not involve actual construction work.

4.2 EXPORT MARKETING TECHNIQUES AND STRATEGIES

Successfully penetrating export markets requires not only an understanding of the export process; it also requires carefully planned and implemented marketing strategies. There are a number of elements to successful export marketing. These are discussed briefly below.

4.2.1 Distribution Channels

There are a variety of potential distribution channels available to exporters of residential building products. There are four major objectives in defining the appropriate channel or channels for your product:

- ➩ Getting the product specified by the end users (i.e. builder, developer, contractor or homeowner)
- ➩ Providing the product in a timely manner;
- ➩ Providing the service needed in case there are questions or the need to provide on-site assistance; and
- ➩ Making sure there is enough mark-up in the product to allow it to be sold through distribution channels.

Exporters must decide which distribution channel(s) best achieve these objectives.

The main distribution channels include:

- Dealers and manufacturers' representatives
- Subcontractors
- Wholesalers
- Direct Marketing

Each of these brings a range of strengths and weaknesses and present a variety of opportunities to the exporter, as follows.

- **Dealers and Manufacturers' Representatives**

A particularly effective strategy in many areas is to sell products through local dealers and manufacturers' representatives who deal directly with building trades. Partnerships with local agents or distributors in larger market centres who are well connected to the home building industry will help reduce the investment required. Their customer base, knowledge of local building codes, etc. coupled with the builders' expectation of local service, will hasten acceptance.

A **dealer** sells home building products to industry trades, which effectively reaches the target market of builders and contractors. Look for a dealer with an extensive client list to provide the greatest exposure for your product line. The location and size of the dealer may also be critical, since customers prefer the ability to get the product from a source that is close to their job sites or delivered without charge. In addition, the availability of convenient credit terms is important, since many contractors have cash flow difficulties because of the payment cycle in construction. Thus, any dealer selected should be financially healthy, so they will not be jeopardized by slow payment by their customers, or leave the exporter in a position of concern regarding their ability to pay for the goods purchased.

The distributors and dealers of building components often carry a variety of other products for the home building industry. Building on long time relationships and strong field service support, a good distributor can provide credibility and significantly accelerate market penetration. In order to assist in the development of the best contacts to help penetrate selected markets, it is helpful to develop a list of equipment supply and material supply companies in the area. This can often be done with the assistance of the local Canadian Consulate, the Internet, or organizations such as Construction Exchanges, which provide lists of such firms.

A recent survey of over 80 building supply company purchasers in the Buffalo marketing area[16] identified a number of primary factors regarding selection of a dealer. These factors are listed below from the most important factor to the least important:

- Product price;
- Ability to meet short delivery, turn-around time;
- Technical support provided by the supplier and the salesperson;
- Dependability of the salesperson;
- Ability of the company to supply all the needs for an order;
- Favourable credit terms; and
- Convenience of the supplier's location

The results of the survey provide excellent guidelines to manufacturers who are going to sell their building products into any U.S. market. These guidelines can be used to help select the qualifications of the best dealers. For example, in addition to having a competitive price, it is critical that the manufacturer, or his/her representative, be in a position to provide the desired service to customers. Thus, a dealer with limited personnel or equipment, who cannot deliver material to a job when needed by the customer, may jeopardize an order that was satisfactory based on price and quality.

Similarly, since the quality of the product must meet the buyer's requirements and the customers consider it important to have technical support available, it is also important that the dealer have trained personnel who can adequately define a buyer's needs and provide on-site support, without being totally dependent on the factory. Even though your products may have excellent quality, they can only benefit the user when they are suitable for the identified needs.

Some of the successful local dealers for major national companies can sometimes be good prospects for a direct distribution relationship, but care must be taken in making such a selection. It is common for dealers to carry more than one product line, and some dealers are solidly committed to the homebuilders market rather than the renovators market. A larger, aggressive dealer can benefit from having a unique "captive" line with direct factory support, enabling the Canadian manufacturer to capitalize on the established relationships the dealer has with builders. For additional information on dealers, contact ProDealer online at www.prodealer.com or Home Center News at www.homecenternews.com.

---

[16] Jim Mileham, Business Development Officer, Canadian Consulate General, Buffalo, New York, Market Study of Commercial Building Products in Upstate New York and Western Pennsylvania, December 1999

A **manufacturers' representative** or agent is an independent professional who provides both field sales and market services to manufacturers or suppliers. This individual will represent your firm and your products to retail chains and other purchasers of building products, and should be considered in the distribution channel. Reps may or may not do the serious pioneering work necessary to get established, and are more often used to supplement market research efforts or to take over territories established by the manufacturer. The company should be as close as possible to the market to obtain first-hand feedback on advantages, disadvantages, etc.

The report Building Materials Market in Illinois, Wisconsin and Missouri[17] indicates that commission fees vary between manufacturer's agents, ranging from 5-15%. This report was created for the Canadian Consulate General, Chicago. It is also notes that it is extremely important to work with a representative who already represents products that will be complementary to your products.

Manufacturers' agents can also be recruited through contacts at distributors and builders and at trade shows. They can also be an excellent source of market intelligence and competitive pricing. For further information, contact Manufacturers' Representatives Educational Research Foundation at www.mrerf.org, or Manufacturers' Agents National Association at www.manaonline.org. The Canadian Consulate General, Dallas can assist you in finding appropriate manufacturers' agents.

Appendix Three contains contact names of dealers and manufacturers' representatives in the Dallas area for the products discussed in this guide.

- **Subcontractors**

Subcontractors do not sell products directly, but use products to complete jobs. The main strength of subcontractors is that they can provide the product for numerous builders across the market area. Canadian manufacturers can establish direct relationships with local subcontractors who will carry their products for use on building sites. The main weakness of this channel is the large number of subcontractors active in the area, many of whom are small firms operating on a modest scale. Contacting and establishing close relationships with local subcontractors may be difficult and time consuming.

Appendix Three contains a contact list for leading general contractors, construction management firms, renovators and contractors in the Dallas area.

---

[17] Building Materials Market in Illinois, Wisconsin and Missouri, www.infoexport.gc.ca/docs/view-e.asp?did=1490

- **Wholesalers**

This distribution channel involves selling your product through a wholesale source, such as a large building products chain. The main strength of this channel is a wide distribution network across the market area. The main weakness is the additional cost involved and the distance between the supplier and builder. Typical examples in the Dallas market area include Home Depot, Lowe's and Payless Cashways. A list of some of the largest wholesale chain outlets in the Dallas area and contact information is included in Section 4.5 of this guide. A more complete list is provided in Appendix Three.

- **Direct Selling**

A qualified sales specialist or manager could be assigned by the exporter to directly develop distribution. Similarly, the market could be developed incrementally with a part time U.S. sales specialist, but he/she must be expected to spend time in the territory at least every other week, and must be available immediately to service problems. Customer service, shipping and manufacturing personnel must all be educated on the handling and servicing of export business as quickly as domestic business to ensure sales efforts succeed.

To fully meet market potential in a selected area, it will not be enough to send a salesperson into unfamiliar territory for a few days every month. If the market potential is considered sufficient to warrant active pursuit of business, it must be handled professionally and continuously. Some wholesale business can still be done, but the priority must be on developing close contact with the key builders and developers, and maximizing profits by minimizing the distribution chain.

Preferably, the salesperson should be someone already familiar with the market, the customer group and the distribution. It would be far better to hire a U.S. professional or a Canadian experienced in selling building products in the selected market area to avoid the extra time and expense of having a newcomer learn the key players and gradually try to become familiar with the competition and market conditions in the area.

The main strength of this approach is that there is no "middle man" between the exporter and the customer. The main weakness is that unfamiliarity with the area can make it difficult for the sales rep to "get their foot in the door".

Section 4.5 of this guide includes the names of some of the leading Dallas-area builders and developers to be contacted in a direct sales approach. Additional contacts are outlined in Appendix Three.

Regardless of the distribution channels selected, the buyers will most likely make their purchasing decision based on the reasons noted previously, primarily price and turn-around time. Having a stocking distributor is almost a necessity in some markets, in order to provide the desired products in the required time.

Generally, the distribution used by most exporters of building products is through dealers, manufacturers' representatives or direct to end users through the manufacturer's sales force. No matter how the product is distributed, the manufacturer must have his representatives help develop a market pull by teaming with distributors on sales calls, and providing training for the distributors and their sales people at the factory or in field visits.

4.2.2 Pricing Strategies

Price is a major decision factor in the export of residential building products. Sales policy and discounting are extremely critical to export success. Sales policy and discounting must be extremely clear, consistent and disciplined, because of the layers of mark-up involved in the distribution process. A typical mark-up structure may be 25% from the factory to the distributor, who will then mark-up the product by 45% in selling to the end user. If a distributor sells to dealers, as well as end users, they will typically sell the product at a mark-up of about 30% to the dealer, to allow a small margin for reselling to the end user.

It is often quite difficult to provide accurate comparisons of the price of products being exported into the U.S. market. All prices should be quoted in U.S. funds, with FOB point the same as competitors' products. Trans border freight costs must be calculated, and any customs duty, statistical reporting fees and brokerage charges should also be included. These are in addition to the normal gross profit markups for a distributor, dealer and sales commissions.

On a national basis, it is critical to evaluate the competitive situation in each location and determine the best distribution channels based on the competitive market and target price. If the end users buy the products in small quantities, then the distribution must be through dealers. If the profit margins do not allow this, the manufacturer must recognize they may not be able to sell into that particular market.

The report prepared by Arthur Andersen entitled ***At What Price? Guidelines for a customer-focused pricing strategy*** provides insight into pricing strategies for retail stores. Although pricing for manufactured goods sold to distributors or directly to the end-user will be somewhat different, many of the principles can be applied.

The Andersen report states that two pricing strategies were commonly used in the past to set prices: based on cost or competitive pricing. Instead, the authors of the report recommend that pricing be based on the customer; what is the value of the item to the customer. Their suggestion is to split your product line into two parts:

- "Image items" or price sensitive items where the customer would readily be able to compare your price to other similar products;
- "Competitive items" which are less frequently purchased by consumers than image items, yet where your product is quite similar to another product; and

- "Blind items" where the customer would not typically be aware of price ranges for that product items"[18]

The recommendation is to ensure "image items" are consistently priced in the lower end of the market for that item, which will result in an impression overall that your prices are reasonable and competitive. The report states "while optimum pricing on image items is likely to produce a low or moderate gross margin, the real benefit is in the consumer trust, return visits and additional unit volume that such pricing generates."[19]

For items where the consumer would not be readily able to compare your prices to a competitor, you have more freedom in setting prices. For these items, the authors suggest you use an optimum pricing strategy that will result in higher gross profits.

In order to determine the value the item has to the consumer, the report suggests this be examined based on three levels:

- Economic, where the appeal is based on competitive prices, and the product requires low service levels;
- Functional, where the appeal is based on the uniqueness of the product and how well it meets the consumer's needs, requiring a medium service level; and
- Intangible, where the appeal is based on the firm's image, brand or experience, requiring a high level of service.[20]

The report also suggests four steps be taken to develop a customer-focused pricing strategy which has been summarized below:

Step	**Action**
Information gathering	• obtain internal price and profit information • determine which products are price sensitive • determine the top and bottom limits of price ranges for products • analyze the competition by obtaining pricing for similar products • analyze market conditions to determine how a price increase or decrease could impact your gross margin
Pricing decisions	• form your pricing decision rules and methodology • set your prices • test the prices in the market
Communication	• communicate pricing strategy to employees • ensure customers are aware of your pricing strategy through marketing/advertising

---

[18] Arthur Andersen, At What Price?, page 3 http://www.arthurandersen.com

[19] ibid.

[20] ibid. page 4

Step	Action
Monitor/evaluate response and make adjustments	• analyze responses of customers • analyze responses of competition • analyze sales and margin data • analyze customer retention/satisfaction • determine impact on customer spending • analyze information on pricing strategies by competitors

To assist in determining how many products should be priced as sensitive, competitive or blind, the report suggests the following guideline be used:

Price Strategy	Percentage of Total Products	Percentage of Total Revenue	Percentage of Gross Margin
Sensitive	2%	10%	4%
Competitive	16%	26%	21%
Blind	82%	64%	75%

As a result, for a product that is considered a "standard" construction item such as a typical 12' long 2X4, it would be necessary to include this in the "sensitive" pricing strategy. These items would have both the lowest contribution to total revenue and gross margin. An item that may be somewhat less frequently purchased to be installed in a home would be considered a "competitive" product. These could include items provided as upgrades in new construction that are offered to the new home buyer but typically not purchased by them. Items that would be considered "blind" would include those that are unique to your firm; where there is little or no competition. It will be important to carefully research the items you are choosing to export to determine which category of pricing would be appropriate, and it will also be necessary to continually contact your clients to see if other firms have begun offering similar products.

4.2.3 Promotional Techniques

While price is of critical importance in export success, it is equally important that the manufacturer provides high quality sales tools to the distribution chain that emphasize the value of the product, and not depend strictly on lowest price to accomplish the sale. This means identifying the important features and benefits that the product offers that make it more desirable for end users.

If the manufacturer firmly believes that his/her product is superior to other products in the marketplace, but is higher priced, he must recognize that a significant investment will be required in sales tools and promotional activity to make potential users understand the superior features and benefits. This educational process may enable the product to actually be specified on construction projects, so the pricing factor can become secondary.

Sales literature, support and marketing methods must also be reviewed and changes made where necessary to meet the needs of this different marketplace. Programs such as PEMD, which is a Canadian Government Program providing assistance in preparation of marketing materials and other supports, may be of help in this regard. More information on programs to assist Canadian exporters is provided in Section 5.3.

Few buyers are likely to discover a new product simply through trade magazines, shows or literature. Familiarity with a local contact, face-to-face meetings, open houses at the distributor's facility and word of mouth are the keys to gaining a foothold with a new product. Some advertising in association magazines and participation at association functions can reinforce these efforts, but will not substitute for sales contacts from qualified and knowledgeable reps or distributors. Some successful distributors do no magazine or trade show advertising at all, preferring instead to spend all of their resources on direct sales contacts.

One of the most effective introductory promotional techniques is the use of "open houses" at the distributor showroom. In this way, the invited builders and specifiers can be introduced in a hands-on way to the features and benefits of a new product or technique, even if they do not have specific immediate needs. When the opportunity arises in the future, there would then be a better chance of being invited to submit a proposal or quote.

High quality sales literature and collateral material should be a top priority if the decision is made to proceed. Here again, the PEMD Program can provide some financial assistance. Unlike direct face-to-face sales, working in a dispersed market with distributors will call for having as much of your sales presentation as possible on paper, in attractive and effective literature. The easier it is for the distributor to present sales arguments using catalogues, leaflets and other sales aids, the greater the chances of closing orders. Conversely, poor quality materials will severely limit chances of having products recognized as serious alternatives.

It is common practice to write articles or try to have news releases into trade magazines, in order to get your product and name known. If possible, this should be done before advertising, in order to obtain some idea of the best target audience for the product. However, magazines will sometimes provide a package deal, as an incentive to advertise, but will not give you publicity if you do not advertise. Magazine advertising will help establish credibility and may provide sales leads.

4.2.4 Product Design and Modification

Initially, there will be some up-front costs that must be faced to become established in the U.S. market. Some changes in products might be necessary to meet the style or design needs of the particular market area or segment being pursued. Manufacturers must ensure they identify the specifications and product design requirements for the selected market. The list of Associations in Appendix Three will be useful to you when you are looking for specifications for a particular product.

4.2.5 After-Sales Service

A further key to export success is after-sales service. U.S. builders and distributors generally have no problem dealing with Canadian exporters, as long as they can assure good back up service and delivery when promised. In recent years, barriers to exporters have been reduced because of the increasing amounts of commerce conducted with Canadians. However, such relationships can break down quickly should deliveries or service not be as promised.

One of the primary reasons for having local distributors is to have inventory close to the end users. In some cases, the buyer's primary reason for selecting a distributor is its proximity to the job site. Obviously, not having a local presence will cause the loss of all such business.

4.3 LESSONS LEARNED FROM PAST EXPERIENCE

A variety of studies have identified important success factors in the export of residential building products. Some of the key findings and conclusions from these studies are outlined below.

The report conducted for the Canadian Embassy in Washington, entitled: "Business Opportunities for Canadian Building Materials Manufacturers in the Mid-Atlantic Region of the United States of America"[21], provides insight into some of the strategies uses by successful Canadian exporters of building products. This report identifies residential building as one of the large construction segments, with the construction of single family homes as the largest components. The authors of this report state that "it is the homebuilders and large tract developers who are the decision makers" for purchasing products for these homes, not the architects who design the homes.

As a result, you may choose to concentrate your marketing strategy on reaching these homebuilders and large tract developers. Appendix Three contains contact information for homebuilders and developers active in the Dallas market area. You will find the following contact lists in Appendix Three:

- Leading General Contractor/Construction Manager Firms in the Dallas Area
- Leading Residential Property Owners in the Dallas Area
- Contact List of Builders, Developers, Renovators and Contractors

If you are looking for information on projects that are in the planning or early development stages, you will find a list of projects by community in Appendix Two.

---

[21] GP & V Associates, 2002. Business Opportunities for Canadian Building Materials Manufacturers in the Mid-Atlantic Region of the United States of America. Prepared for The Canadian Embassy, Washington, D.C., www.infoexport.gc.ca/docs/view-e.asp?did=6387

The report referenced above also provides details of a telephone survey conducted with representatives of Canadian companies who are already exporting products to the United States. Some of the responses to the questions are summarized below:

- **Sales volumes may be larger yet in some cases the profit margins may be lower** than in Canada, but most companies continue to sell in the U.S. market

- **Successful Canadian companies participating had from 2 years to 33 years** of sales in the U.S.

- **Direct sales (company-owned and trained sales force)** appears to be the most effective method of sales penetration in the U.S.

- **Trade shows and association memberships** are the most effective way to reach and network within the vast marketplace. Many companies form alliances with their American counterparts

- **Use of selective advertising media and product information directories** are important in having product information and details "in-front" of decision makers

- **Construction project leads are the best sales tool** to know who, where and when specific construction opportunities are located

The report also looked at effective marketing techniques for specific Construction Specification Institute (CSI) categories. These are discussed below for the product lines we are examining in this report.

Cabinetry is included in CSI Division 6: Wood and Plastics under 06400 Architectural Woodwork. The authors of the report stated that Canadian firms found using independent manufacturers' representatives to be the most common means of marketing their products. Most Canadian firms used regional and local representatives. It was stressed that knowing the product specifications was important to this product line. Successful firms also place high emphasis on participation at architectural and trade shows.

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Cabinetry in Appendix Three.

Doors and Windows are categorized together in CSI Division 8: Doors and Windows. Successful Canadian exporters reporting selling through the company sales agents in major markets. Again, the participation in trade shows was important, as well as using trade publications to reach decision-makers and support the work of the agents. Many firms who responded in the interview sessions indicated that there was particularly intense competition in this area.

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Door and Windows in Appendix Three.

Flooring is part of CSI Division 9: Finishes, category 09600. Canadian exporters reported that the key to their success was having their products available in major markets. A warehouse facility was necessary. Marketing was either by the firm's own sales force or through distributors. Some strategies that worked include:

- Participating at national and regional trade shows
- Advertising in trade publications
- Using advertising to directly reach remodeling contractors
- Getting information to architects through directories and catalogues
- Obtaining project lead information and using this to contact agents and purchasers through direct-mail programs

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Flooring in Appendix Three.

Siding is part of CSI Division 7: Thermal and Moisture Protection under product group 07400 Roofing and Sidings Panels. For this division, the effective techniques used include:

- Participating in local trade shows
- Exhibiting products at customer shows of building supply dealers
- Exhibiting products at national trade shows if the company has a presence across the U.S.
- Websites
- Association conventions
- Using product directories and catalogues
- Using project lead information for direct-mail programs

Some successful Canadian exporters chose to market through a U.S. partner. Others have direct sales offices located in larger centres or have dealers located within regions or states. Many firms sell their products through building supply dealers or outlets or use a distributor/stocklist.

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Siding in Appendix Three.

Pre-Engineered/Panelized Building Systems is in CSI Division 13: Special Construction under 13120 Pre-Engineered Structures or 13020 Building Modules. Canadian firms exporting these products indicated that they used mainly manufacturer's representatives or independent dealers for marketing. Many found success through exhibiting their products at architectural conventions and meeting face-to-face with local architects. Placing advertisements in trade publications and using product directories were also found to be helpful to generate inquiries.

Although the GP & V Associates study found that using a manufacturer's representative or independent dealer for marketing was quite effective for this product line, many successful Canadian exporters have chosen to market their products directly to builders. An article on panelized homes[22] states that "many panelized manufacturers...work with the home plans which builders bring to them." The same article discussed the steps some panelized home manufacturers have taken to build panels that are based on Design Basics home plans which give a builder flexibility in design and make it easier to incorporate their products into a home.

As a result, it would be advantageous for a Canadian exporter seeking to enter the market to explore both possibilities of marketing strategies.

Regardless of which method is used, one of the keys will be providing effective marketing support. If a builder is using your products, he will need information from you to persuade prospective home buyers that the decision to buy a panelized home is a good one. You must provide information on the benefits such as reduced waste, quality control, labour savings and faster building times.

You will find a contact list of Distributors, Manufacturers' Representatives, Product Dealers and Wholesalers for Pre-Engineered/Panelized Building Systems in Appendix Three.

The report also identifies some common mistakes of building/construction exporters to the U.S., as follows:

- **Insufficient commitment by top management to overcome the initial difficulties and financial requirement of exporting**. It may take more time and effort to establish business in the U.S. Although the early delays and costs involved in exporting to the U.S. may seem difficult to justify when compared to established markets, the exporter should take a long-range view of this process and carefully monitor marketing efforts directed at the U.S. If a good foundation is laid for export business, the benefits derived will outweigh the investment.

- **Failure to obtain qualified counseling and to develop a master marketing plan before starting**. To be successful, a firm must clearly define goals, objectives, and the problems anticipated in exporting to the U.S. Secondly, it must develop a definitive plan to accomplish these goals and objectives despite the problems involved.

- **Insufficient care in selecting distributors.** The selection of each distributor in the U.S. is crucial. The complications involved in communications and transportation require distributors to act with a greater independence than their counterparts in the Canadian market. It is important to examine how they will personally handle your account, their capabilities and facilities, and their sales and management methods.

---

[22] Paul Foresman, Panelized Homes, Panel by Panel, A New Era for Panelized Construction, www.buildingsystems.org/newera.html

- **Failure to establish a basis for profitable operations and orderly growth**. If exporters expect distributors in the U.S. to actively promote their accounts, distributors must be trained, assisted, and their performance must be continually monitored. New exporters should concentrate their efforts in one or two geographical areas. Then, while this initial core area is expanded, the exporter can move into the next selected geographical area.

- **Neglecting export business to the U.S. when the market booms.** Too many Canadian companies turn to exporting when business falls off in their own market. When Canadian business starts to boom again or currency values change, they neglect their U.S. export trade or relegate it to a secondary place. Such neglect can seriously harm the business and motivation of representatives in the U.S., strangle the company's own export trade and leave the firm without recourse when the domestic market falls off once more. Even if Canadian business remains strong, the company may eventually realize that they have only succeeded in shutting off a valuable source of additional profits from the enormous market represented by new and renovated construction.

- **Failure to treat distributors in the U.S. on an equal basis with Canadian counterparts.** Often, companies carry out institutional advertising campaigns, special discount offers, sales and incentive programs, special credit programs, warranty offers, etc., in their own market but fail to make similar assistance available to their distributors in the U.S. This is a mistake that can destroy the vitality of marketing efforts in the U.S.

- **Assuming that a given market technique and product will automatically be successful in all parts of the U.S.** What works in one market may not work in others. Each market has to be treated separately to insure maximum success.

- **Unwillingness to modify products to meet regulations**. Local safety, security codes and building codes cannot be ignored. If necessary modifications are not made at the factory, the distributor must do them – usually at greater cost and perhaps not as well. It should also be noted that the resulting smaller profit margin makes the account less attractive to the distributor.

- **Failure to print catalogues as well as service, sales, and warranty messages in locally understood "American-English" language and dimensions.** Without a clear understanding of sales messages or service instructions, distributors will be less effective in performing their functions.

- **Failure to consider use of an export management company**. If a firm decides it cannot afford its own export department (or has tried one unsuccessfully), it should consider the possibility of appointing an appropriate import management company in the U.S.

- **Failure to consider licensing or joint-venture agreements**. Import restrictions, insufficient personnel/financial resources, or a too limited product line cause many companies to dismiss exporting to the U.S. A licensing or joint venture arrangement may be the simple, profitable answer to any reservations. In general, all that is needed for success is flexibility in using the proper combination of marketing techniques.

- **Failure to provide readily available servicing of a product**. A product without the necessary service support can acquire a bad reputation in a short time, potentially preventing further sales.

The DFAIT publication, "Focus on the United States", provides a highly applicable summary of export success factors, entitled: "How to be a Successful David to their Goliath: Tips for Doing Business in the United States". The key factors identified in this publication are summarized below, along with additional information you may find helpful.

- **Know Your Market**

Focus is the key. The United States is not just one market, but several regions where connections and distribution channels can vary widely. Find out how your sector works in the region, take time to do a thorough market assessment and develop a precisely targeted marketing strategy. This Guide for the Dallas market area will help you follow this important advice.

- **Obtain Market Studies**

Getting information on foreign markets is integral to your successful market entry. Here again, this Guide for the Dallas market area provides valuable support. This guide is one of four developed during 2001/2002. The other market areas are: Boston, Chicago and Seattle. You can obtain a copy of each of these guides from CMHC by calling your local office or from their web site at www.cmhc-schl.gc.ca. Additional market information on sector opportunities to a wide variety of goods and services is also available on the InfoExport Web site at www.infoexport.gc.ca.

You will also want to contact the Canadian Consulate General, Dallas to obtain local information such as newsletters and updated reports.

- **Know the Rules and Regulations**

Become familiar with the marketing and merchandising requirements at all levels of government affecting your product. There are important differences in how business is done, and notwithstanding NAFTA and a more liberalized trading environment, there are still barriers, such as the "Buy American" factor, that may limit your access to the market.

In fact, due to the events of September 11, 2001, the Canadian Consulate General, Chicago staff recommend you make yourself aware of the growing nationalist movement in the U.S.

You will find it quite helpful to contact both national and local product associations to obtain information on their voluntary certification programs and keep up to date with new developments. These organizations also provide a wide range of supports to manufacturers and distributors of building products. We have provided a list of relevant associations in Appendix Three.

- **Know How to Quote Prices**

Firms must quote in U.S. dollars on a "delivered" basis to U.S. Customers. FOB ex-Canada is not an option. U.S. buyers and distributors want goods delivered to their door, with Customs clearances and other ancillaries taken care of by the supplier. Develop the transportation/Customs expertise needed to quote and supply successfully. The profit margin will be a key factor in whether or not a retailer or wholesaler decides to purchase your product.

- **Promote your Product with Flair**

The U.S. market is so large that offering a product without supporting merchandising and marketing materials is not enough. Companies must develop product literature, promotional information and advertising to distinguish themselves from the competition.

- **Understand the Importance of Salesmanship**

Pricing and the ability to supply in volumes often much larger than your entire Canadian market are critical to your export success. The lower Canadian dollar does not necessarily guarantee competitiveness. Be ready to spend money in order to make money, as part of your market strategy.

- **Include Media Relations in your Marketing Plan**

Press reports of your company in the Canadian and U.S. media can influence sales of your product to consumers and of your company stock to investors. An article in a reputable business publication is considered to be objective and therefore more credible than advertising. It will pay to work with a professional communicator.

- **Consider your Options for Sales Networks**

Distributors and manufacturers' representatives play an important role in making business happen in the United States. One important association you should contact and consider membership in is the National Association of Building Materials Distributors Association (NBMDA). Their web site address is www.nbmda.org. The NBMDA will be able to provide information on local building materials distributors who you may be able to link your firm with. As well, if you are considering a U.S. address to import and distribute your goods, inquire about state and local taxes from a U.S. accounting firm.

- **Form a Strategic Alliance with Another Firm**

A formal relationship between two entities that share goals and economic interests, a strategic alliance with another firm (Canadian or U.S.) can put your company in a better position to find clients, fulfill contracts and compete in the international marketplace. The Canadian trade offices in the United States can help you find a partner.

By forming a strategic alliance with a U.S. firm, you will be able to avoid the "Buy American" bias that you may encounter as a Canadian exporter.

- **Be Ready to Provide Local After-Sales Service and Technical Support**

Your company is often better served by linking up with U.S.-based counterparts (through partnering, licensing, or franchising), rather than trying to service the market directly from Canada.

The quality of your service will be the key to your success. Dana Boyle of the Canadian Consulate General, Minneapolis advises the following.

> *"If what you have to offer is better quality, remember that quality does not just apply to the product itself. Quality is measured in your company's degree of professionalism, such as how your telephone is answered, what image your label or packaging evokes to a new customer, whether or not you have a well-designed brochure, if you are timely in shipping full orders and how you handle the inevitable problems that arise.*
>
> *The statement of quality as it relates to a product sometimes obscures these more critical factors. If a manufacturer stands solely behind its production quality and does not address the quality of its marketing and customer service, it will miss out on major opportunities that will instead go to its competitors. To offer quality in all that you do does not necessarily require spending more money. It requires that you know your customers better and that you use your creativity and imagination."*

- **Check your Insurance**

Protect yourself from legal action against your product or service with liability insurance, and consider export credit insurance as security in the event of non-payment of bills.

The material contained in this Guide provides an initial foundation of information to help exporters of residential building products meet the above criteria. It is the responsibility of the individual firm, of course, to undertake the necessary steps to ensure the above guidelines are followed fully in order to enhance the opportunity for export success.

4.4 REGULATIONS, SPECIFICATIONS AND BUILDING CODES

In order to successfully export your products into the Dallas market area, it is important to understand the various regulations, specifications and building codes that regulate their use. These are outlined below.

4.4.1 Regulations and Specifications

Most Canadian residential building products tend to meet or exceed U.S. specifications. However, it is crucial that a detailed understanding of the specifications relevant to the particular product being exported is obtained and complied with.

There are an enormous range of specifications (too numerous and detailed to include in this Guide) for residential building products being used in the U.S. The Canadian Standards Council of Canada (SCC) provides information on the latest technical, safety and quality requirements of standards and regulations around the world. It can also help small or medium-sized companies establish their own strategic approach to standardization. It can be reached by telephone at (613) 238-3222, by FAX at (613) 955-4584, or at their Web site, www.scc.ca.

You can also obtain detailed reports from the National Evaluation Service that provides specifications for compliance with all of the model building codes. Their contact information is as follows:

National Evaluation Service
5203 Leesburg Pike, Suite 600
Falls Church VA 22041-3401
Telephone (703) 931-2187
Facsimile (703) 931-6505
Website www.nateval.org

You can order reports directly from their website. They currently have approximately 200 evaluation reports that are constantly updated and provide an excellent source for suppliers wanting to introduce new products.

If you find that the National Evaluation Service has not already produced a report on a specific product, you may be able to obtain a report from one of the other model building code organizations. Contact the Building Officials and Code Administrators Inc (BOCA), the International Conference of Building Officials (ICBO) or the Southern Building Code Congress International Inc (SBCCI) or the International Code Council (ICC). Contact information for each of these organizations is provided in Appendix Three Section 3.0 Associations.

The National Evaluation Service has established a Building Innovation Center that can provide evaluations of products beyond looking at code compliance. These evaluations look at the performance of the product in terms of life safety, durability, serviceability and other aspects not covered by building code compliance evaluations. The purpose of the Building Innovation Center is to provide support to manufacturers who find that builders are reluctant to use new products that do not have an established track record but that do meet the building code standards.

In addition, there are several catalogues and directories, which provide further information on product specifications and standards. A typical example is Sweet's Directory, one of the construction industry's primary building product information sources. Founded in 1906, it provides detailed product specifications for all construction products utilized in the United States, Canada and a variety of other countries. You can find their web site at www.sweets.com. Other directories include the Thomas Register at www.thomasregister.com, with listings of 170,000 manufacturers, and The Blue Book of Building and Construction at www.constrnet.com that provides construction information by region and county.

These directories can be an important tool for exporters seeking to fully identify and understand the specifications that apply to their product line.

In exporting residential building products and carrying out construction activity in the United States, building and fire codes must also be met, and there are plenty of them; national, state, regional and local. In the case of windows, for example, regulations and codes relate to such specifications as the minimum light areas, minimum R values, minimum egress areas, etc., which will also relate to local fire codes, and ASHRAE ratings.

National codes are the most liberal, and local codes the most restrictive. While restrictive in many cases, U.S. codes are generally less stringent than most Canadian codes. Anyone meeting Canadian codes should usually be able to comply with relative ease, with the exception of areas susceptible to unique problems such as hurricanes or extreme heat.

The Energy Star[23] program has begun to have an impact on the home building industry in Texas. A number of builders have registered to build homes that meet the requirements of this program. In addition, suppliers of energy-efficient products such as windows and appliances are listed on the Energy Star website. This program is part of Frisco, Texas' Green Building Program[24], one of the communities in the Dallas market area. Frisco has adopted the Energy Star program as the minimum building standard for new homes, and is the first city in the U.S. to do so. The Energy Star program and its publicity throughout the Dallas market area is expected to result in increased awareness among homebuilders and homebuyers of the need for energy efficient components.

Architects and builders use published specifications to select appropriate products for particular homes. Potential exporters should review various directories to determine what standards, regulations, test methods, etc. are required for various products. The Canadian Standards Association (CSA) has a department, which is quite familiar with U.S. standards and reciprocal recognition and can be of great assistance.

Several industry associations of manufacturers, such as the National Wood Window & Door Association (NWWDA), are primarily concerned with promotion of the products of their memberships and monitoring of market data. They will usually also coordinate with various national and international standards organizations, monitor any building and fire codes that might affect their products, and usually offer a voluntary certification program by which members can offer the assurance that their products are manufactured to the association standards. Although not strictly a requirement to meet various building codes, the lack of a trade association certification could be used as an excuse not to accept a new product by the builders and architects.

---

[23] Energy Star is a nationwide program sponsored by the United States Environmental Protection Agency. Further information is available at the website at www.energystar.gov.

[24] City of Frisco, Texas, www.ci.frisco.tx.us

Competitors' literature also should be reviewed to determine the norm for the industry. Most can be found in directories such as Sweet's Catalogue, the Thomas Register or The Blue Book of Building and Construction.

Occasionally, the trade association will also coordinate its standards to international (ISO) or national (ANSI) standards. Although not always in direct harmony, many Canadian manufacturing or trade associations cooperate with their U.S. counterparts and can help a Canadian manufacturer determine whether or not it can receive certification in the U.S. as well.

One standard which some Canadian companies have had difficulty with is an EPA (Environmental Protection Agency) ruling, which specifically bans the use of mercury in any wood preservatives. Apparently, preservatives containing mercury are still in use in Canada and several companies have had difficulty with compliance. Otherwise, it has been found that the majority of Canadian products meet the higher quality standards of the NWWDA ranges. For example, according to several sources, the amount of wood used in Canadian wood windows is greater than that used in most American wood windows. While it adds to the quality, it also adds to the cost.

Although not specifically a requirement, voluntary certification by the appropriate manufacturers or dealers association, if possible, will eliminate at least one excuse for sales resistance. It might not be legally necessary to receive official endorsement of this nature, but it would certainly give a company credibility when dealing with many of the builders and their specifiers.

Details of certification programs for the five product lines discussed in this guide are noted below. Contact information for each association is listed in Appendix Three.

- **Cabinetry**

The Kitchen Cabinet Manufacturers Association (KCMA, web site www.kcma.org/certprog_req.htm) has developed a certification program that tests materials used in cabinets before they are awarded the KCMA Certification Seal. The following material was taken from their website, and lists the standards required to achieve certification.

- All cabinets must be fully enclosed with backs, bottoms, sides and tops on wall cabinets; and backs, bottoms and sides on base cabinets, with certain specified exceptions in kitchen sink fronts, sink bases, oven cabinets and refrigerator cabinets;
- All cabinets designed to rest on the floor must be provided with a toe space at least two inches deep and three inches high;
- All utility cabinets must meet the same construction requirements as base and wall cabinets;
- Doors must be properly aligned, have means of closure, and close without excessive binding or looseness;

- All materials must ensure rigidity in compliance with performance standards;
- Face frames, when used, must provide rigid construction;
- For frameless cabinets, the ends, tops/bottoms and back shall be of thickness necessary to provide rigid construction;
- Corner or lineal bracing must be provided at points where necessary to ensure rigidity and properly joining of various components;
- All wood parts must be dried to a moisture content of 10 percent or less at time of fabrication;
- All materials used in cabinets must be suitable for use in the kitchen and bath environment where they may be exposed to grease, solvents, water, detergent, steam and other substances usually found in these rooms;
- All exposed plywood and composition board edges must be filled and sanded, edge-banded or otherwise finished to ensure compliance with the performance standards;
- All exterior exposed parts of cabinets must have nails and staples set and holes filled;
- All exposed construction joints must be fitted in a workman-like manner consistent with specifications; and
- Exposed cabinet hardware must comply with Builders Hardware Manufacturing Association finishing standards

Various tests are made on the cabinets as noted below.

Tests to measure structural integrity

1. Loading shelves and bottoms at 15 pounds per square foot for seven days
2. Gradually loading mounted wall cabinets to 500 pounds
3. Loading weights against cabinet fronts
4. Dropping a 3 pound steel ball from 6" onto surfaces
5. Striking cabinet doors with a 10-pound sandbag

Tests on drawers

1. Loading drawers at 15 pounds per square foot and operating through 25,000 cycles of opening and closing

Tests on doors

1. Loading doors with a 65-pound weight and slowly opening and closing
2. Opening and closing doors for 25,000 cycles

Tests on finishes

1. Heating cabinet doors to 120 degrees Fahrenheit and 70% relative humidity for 24 hours

2. Heating cabinet doors to 120 degrees Fahrenheit for one hour, cooled to room temperature and humidity conditions, and cooled for one hour at –5 degrees Fahrenheit for five cycles

3. Exposing surfaces to materials such as vinegar, fruit juices, catsup, coffee, olive oil and 100-proof alcohol for 24 hours and mustard for one hour

4. Exposing cabinet door edges to detergent for 24 hours

- **Doors and Windows**

For doors and windows, the American Architectural Manufacturers Association has developed a set of standards known as ANSI/AAMA/NWWDA 101/I.S.2 Voluntary Specification for Aluminum, Vinyl (PVC) and Wood Windows and Glass Doors. These specifications look at all components of the windows and doors, including extrusions, glass, sealants and hardware. The organization has a list of Verified Components posted on their website at www.aamanet.org. The details of the certification requirements are available to be purchased from the association.

Products are tested by independent laboratories and inspection of the manufacturer's production line.

In addition, the Wood Moulding and Millwork Producers Association (web site www.wmmpa.com) has developed a limited number of Quality Industry Standards for millwork products. These are available for purchase from their website. The following products are included in these standards.

- Hinged interior wood door jambs
- Exterior wood door frames
- Wood moulding requirements
- Vinyl wrapped interior mouldings and millwork
- Standard certified non-structural laminated or finger jointed wood
- Industry standard for non-pressure treating of millwork
- Industry standard 20-minute fire-rated wood door frames

- **Flooring**

According to the National Association of Floor Covering Distributors (web site www.nafdc.org) and the World Floor Covering Association, there are no current requirements for standards for flooring materials.

- **Siding**

There are various types of siding used in residential construction. Each type has its own association and voluntary certification processes. For example, the Vinyl Siding Institute (web site www.vinylsiding.org) has set up a certification program to meet or exceed the requirements of ASTM D3679 for vinyl siding. The Hardboard Association uses ANSI standards to determine certification of products. Each association should be contacted by the prospective exporter to obtain up to date information on standards and any certification programs.

- **Pre-Engineered/Panelized Building Systems**

All manufactured housing in the U.S. is governed by regulations set out by the U.S. Department of Housing and Urban Development (HUD). To obtain further information on their requirements for modular and panelized housing for the state of Texas, contact:

Ms. Bobbie Hill, Administrator
Manufactured Housing
Texas Department of Housing and Community Affairs
PO Box 12489
Austin, Texas 78711-2499
Phone: (512) 475-3983 or (800) 500-7074
Fax: (512) 475-4250
Email: bhill@tdhca.state.tx.us

The HUD website also provides information on how to apply for an exemption from the requirements of the National Manufactured Housing Construction and Safety Standards Act for modular homes. In brief, these homes must be designed to be installed on a permanent foundation, instead of the temporary foundation required for manufactured homes. Manufactured homes have an attached chassis that permits them to be moved between locations, while the chassis for a modular home must be removed once it has been transported to the site.

- **HUD Projects**

Products to be installed in any HUD (U.S. Department of Housing and Urban Development) project must meet their standards. The state of Texas is one of 28 states designated by HUD where their State Housing Agency Regulations are acceptable for use of products in their projects, as long as the Housing Units or Components bear the state's label. More information on these requirements is available on the HUD website at www.hud.gov/fha/sfh/mps/.

In addition to the above, according to several experts, many Canadian-made components are built with more wood and pressure-treated instead of simply "dipped". Therefore, they often meet performance standards that put their products into the highest-grade levels. Certification at higher-grade levels would be an additional sales feature and could be worth the price of membership in an association.

4.4.2 Building Codes

The regulatory environment for building products in the U.S. is presently comprised of a complex and overlapping patchwork of codes. In the absence of a federal mandate or direction, an ad hoc system of model building codes and other related codes has evolved. This environment will be changing shortly with the introduction of the new consolidated International Codes, but until these new codes are widely adopted, it will become even more complex before it becomes simpler.

There are three model building codes now being used by various jurisdictions across the U.S. The codes have been developed over the years by three separate non-profit organizations. The provisions in these codes are selected on a democratic basis by the code enforcement officials of the respective adopting jurisdictions.

About a third of the states have adopted one of these building codes for statewide use and prohibited any local amendments. Two states (NY and WI) have developed and mandated their own statewide building code. The remainder of the states allow their local jurisdictions – either counties or municipalities – to adopt the building code of their choice.

Texas is one of few states where municipalities have adopted portions of all three existing model building codes: National Building Code (Building Officials and Code Administrators International), Standard Building Code (Southern Building Code Congress International), and Uniform Building Code (International Conference of Building Officials). The International Residential Code (IRC) was adopted by the state effective September 1, 2001, but each local municipality was required to adopt it following this action. The International Residential Code was to be enforced by cities beginning January 1, 2002. All one and two-family dwellings are covered by the IRC. In addition, some municipalities have also adopted the International Building Code, International Fire Code, International Energy Conservation Code and other similar codes.

Since there is no common code used throughout the Dallas market area, many manufacturers of building products find it helpful to obtain material on the various municipal codes. Contact information for the largest municipalities in the Dallas market area is provided in Appendix Four. Alternatively, you can contact the National Evaluation Service for information on specific building product reports.

4.5 KEY CONTACTS IN THE DALLAS AREA

Putting the above strategies into practice requires an understanding of key contacts in the Dallas market area. Accordingly, Appendix Three includes information on the following Dallas-area contacts:

- Lumber Stores and Home Centres;
- Residential Building Product Distributors/Manufacturers Representatives, Product Dealers and Wholesalers for each of the five residential products profiled;

- Leading General Contractors and Construction Management Firms;
- Leading Residential Property Owners;
- Builders, Developers, Renovators and Contractors;
- Associations; and
- Other Important Websites (e.g. for market and economic data, etc.)

Some of the largest builders owners and developers in the area are shown below, including the person who you could contact regarding your products.

Company	**Telephone**	**Contact**	**Title**	**Website/Email**
American Realty Investors Inc	(469) 522-4200	Ronnie Kimbrough	CFO	ronniekimbrough@bcminc.com
Andres Construction Services Inc.	(214) 521-2118	Wade Andres	President	wade@andresconstruction.com
B B & L	(972) 869-1808	Jerry Wilson	Div. Manager	besselman@texasbbl.com
C D Henderson Inc	(972) 272-5466	C D Henderson	President	cdhenderson@cdhenderson.com
C F Jordan Inc	(214) 349-7900	Ted Emrie	President	
City of Dallas Business Development Corporation	(214) 823-1160	Harry Swinson	Director	www.dallas-edd.org
Cornell/Rader LLC	(817) 589-9909	Mike Rader		
Cousins Stone	(972) 556-0078	R. Dary Stone	President	
Embrey Partners Ltd	(210) 824-6044	Walter Embrey	President	
First Worthing Co. (Const Division)	(214) 739-8141	Steve Ugley	President	sugley@firstworthing.com
Five Star Development	(972) 874-9700	Cole McDowell	President	colemcdowell@parkersquare.com
Global Construction Co. LLC	(972) 926-1400	Larry Waters	President	lwaters@global-construction.com
Henry S. Miller Commercial/HSM Dev	(972) 419-4000	Sam Kartalis	President	not available
Hillwood Development Corp	(972) 788-3040	Rick Patterson	CEO	corporate@hillwood.com, www.hillwood.com
Jim Johnson Homes	(972) 780-9800	Jim Johnson	President	jim@jjhomes.com
Lazarus Property Corp	(214) 691-8881	Samuel Ware	President	not available
LCJ Construction	(281) 689-2030	Larry C. Washburn	President	
Metropolitan Construction Co	(972) 298-7171	Dan Grounds	President	
Nicholas Enterprises (NE Construction)	(972) 380-6292	Charlie Nicholas	President	
Palladium Company	(212) 421-5333	Kenneth P. Wong		
Protea Real Estate	(972) 242-8750	Godfrey Traub	President	
RGS Contractors Inc	(806) 355-3387	Gary Strickland	President	
Spire Realty Corp	(713) 223-8200	Tom Trvanowski		not available
Spring Valley Construction Co	(214) 340-9800	Jim Archer	President	
T F Stone Construction	(972) 931-9911	Tom Stone	President	
Tribble & Stephens Co.	(713) 465-8550	Gary Kelley	President	gkelley@tribblestephens.com
Turner Construction Co	(972) 392-0560	Ralph W. Johnson	Senior VP	www.turnerconstruction.com

Company	**Telephone**	**Contact**	**Title**	**Website/Email**
United Commercial Realty	(214) 526-6262	Mickey Ashmore	President	ceo@uccrealty.com, www.uccrealty.com

The largest Lumber Yards and Home Centres are listed below, including contact names.

Company	**Contact**	**Phone**	**Website**
Ace Hardware Corp	David F. Hodnil, President & CEO 26 stores in Dallas market area	(630) 990-6600	www.acehardware.com
Building Specialties	David Diriam, General Manager, 18945 FM 2252, Suite 206, Garden Ridge TX 78266 2 stores in Dallas market area	(210) 651-4656	www.lwsupply.com
Foxworth-Galbraith Building Materials Centre	Flooring and cabinets Katherine Wilson; windows and siding purchased by individual stores 5 stores in Dallas market area	972-454-4114	www.foxgal.com
Home Depot	Dave Voss, Global Product Merchant. 2455 Paces Ferry Rd. Building C-7, Atlanta, GA 30339 23 stores in Dallas market area	1-800-654-00688 ext. 15194	www.homedepot.com
Lowe's Home Improvement Warehouse	9 stores in Dallas market area	Use website to submit information directly to Lowe's Head Office	www.lowes.com/lkn?action=custSvcVendorInquiry &topic=CustomerService
Philips Do It Centre	Windows/Doors/Siding-Phillip Andrews; Siding-Terry Phillips 2 stores in Dallas market area	972-291-7121	www.phillips.doitbest.com

Although we have not listed architects in this report, there are times when these professionals directly influence the purchase of materials for a project. We did contact the Dallas Council of the American Institute of Architects, and found that they have approximately 7000 members in Texas. The Dallas chapter has 1,200 members. If you decide that you would like to directly market to architects, you should begin by contacting the AIA Dallas, a Council of the American Institute of Architects at (214) 742-3242, or fax (214) 742-3253. This organization would be able to provide you with directions on how to obtain a list of architects.

5.0 WHO ELSE CAN HELP?

Understanding local markets and linking with local business contacts is, of course, crucial to export success in a large market area such as Dallas. The Canadian government provides a variety of services and programs to assist in this regard. Further information can also be obtained from the agencies noted below.

5.1 CANADA MORTGAGE AND HOUSING CORPORATION

CMHC International is the division in CMHC responsible for helping Canadian firms export housing products, services and expertise. CMHC International is a key member of Team Canada Inc. Services available to companies interested in export include: matchmaking; trade missions; international trade shows; gathering and disseminating of foreign market intelligence; organizing seminars; harmonizing building codes and standards and certification of products/systems internationally; developing a "Canadian House" brand in foreign markets; and developing export markets using CMHC's expertise in housing finance, research and assisted housing.

CMHC International offers the following services to Canadian firms seeking to export goods.

- **Organizing Matchmaking, Orientation and Trade Missions and International Trade Shows**

CMHC International works with representatives of Canadian firms participating in trade missions and attending international trade shows. CMHC can also help link your firm with pre-qualified buyers seeking your products and services.

Incoming Missions also play a role in helping Canadian firms reach export markets. These events take place here in Canada. The regional CMHC export specialists advise local firms of these visits.

- **Gathering Foreign Market Intelligence**

CMHC International gathers information on market conditions, the regulatory environment and key contacts for various foreign markets. This information provides a strong starting point for you to explore the possibilities of these markets. Reports are available directly from CMHC, and market seminars held throughout the year.

- **Disseminating Information**

CMHC has a website (www.cmhc-schl.gc.ca) which provides updated information on international markets. The website gives details on market opportunities, intelligence, mission reports and downloadable reports.

Additional material from CMHC includes:

Canadian Wood-Frame House Construction Handbook is available from CMHC. This book provides detailed information on how wood-frame houses are constructed in Canada, and is available in 5 languages. The International Training Team also conducts seminars internationally on Canadian house construction methods, and brings back information gathered to share market knowledge and leads with Canadian firms.

International Housing News is a free magazine available on the website, or by fax or e-mail.

CMHC International collects and provides detailed information on project opportunities to Canadian firms on their mailing list. These are specific projects that could be ideally suited for Canadian firms interested in export markets.

Information on the wide variety of building codes and product standards in international markets is available from CMHC, who works with foreign governments and agencies to harmonize codes and standards and facilitate the certification of products and systems. CMHC International also shares its expertise with foreign governments in the area of financing for homeowners.

5.2 CANADIAN CONSULATE OFFICE

The Canadian Department of Foreign Affairs and International Trade (DFAIT) maintains an extensive network of trade commissioners and officers in Canada and abroad to assist Canadian export-ready firms and to promote Canadian trade and investment. There are some 12 Canadian consulates providing these services in cities across the U.S., including Dallas.

The Dallas contact information is as follows:

Canadian Consulate General, Dallas
750 North St. Paul Street, Suite 1700
Dallas, Texas
75201 U.S.A.

The building products contact is:

Ms. Laura Aune
(214) 922-9812 x 3357
(214) 922-9815(fax)
laura.aune@dfait-maeci.gc.ca (email)

A Strategic Alliance is a formal, mutually-agreed upon, commercial collaboration between two or more companies. While partners of the Alliance pool, exchange and/or integrate selected business resources for mutual benefit, they remain separate, entirely independent businesses.

You may choose to create an alliance for cross-licensing agreements, market exchanges, cooperative manufacturing agreements or joint-equity ventures. The reasons why you may seek to create an alliance are:

- To share your expertise in exporting internationally
- To enter new markets, both in the US and internationally where the other firm has already entered
- To offer tax credits to your partner as an incentive for R & D
- To build on the network of contacts that the partner has already established
- To work together to enter new markets

The key to a successful strategic alliance is, of course, the matching of two firms who can both benefit from the alliance. The Canadian Consulate General, Dallas offers free matching services for Canadian firms seeking to help you find an ideal partner.

5.3 EXPORT PROGRAMS

The Canadian government offers a variety of programs to assist exporters to the US.

- **ExportUSA Programs**

There are three different programs operating under ExportUSA:

- NEBS (New Exporters to Border States)
- EXTUS (Exporters to the USA)
- Reverse NEBS

The outline of each program and requirements for participation are summarized below.

NEBS (New Exporters to Border States) is geared to meet the needs of Canadian companies who are not yet exporting to the US, but are seeking to enter this market. The ExportUSA offices in the US provide information on the essentials of exporting and also introduce these Canadian firms to markets located in US border states. This is a practical program that results in first-hand knowledge of the requirements of exporting to these states.

EXTUS (Exporters to the USA) is designed to meet the needs of Canadian exporters who have already begun exporting their products. This program will help you expand into new markets in the US.

Both NEBS and EXTUS are based upon the training session approach, where a "mission" is planned in conjunction with a trade show and provides detailed information about entering and expanding into that particular sector. All NEBS and EXTUS missions last between one and three days, and most "missions" include a visit to the Canadian Consulate General Office in the target market to obtain the following information:

- A briefing on border procedures
- Presentations by US manufacturers' representatives, sales agents, distributors and/or buyers
- A tour of the relevant coinciding trade show or fair
- Visits to local wholesalers or retailers
- Briefings on local US markets
- Meetings with Canadian Trade Officers and potential agents or distributors
- Export information guides and kits which are handed out to participants

The cost of these "missions" is US $100 for each company representative attending. The Canadian Government may partially offset this cost by contributing a maximum of CAN $100 towards the entry fee of the trade show for one company representative.

Companies wishing to participate in EXTUS must have sales of less than CAN $2.3 million annually. There is no sales income limit for Canadian firms interested in NEBS, although these firms must be incorporated and operate in Canada, and must not be exporting to the US on a regular basis.

The **Reverse NEBS Program** provides informative seminars throughout Canada to Canadian firms interested in learning more about exporting to the US. These seminars are usually scheduled over a one-day period, and are focused on a particular sector or issue. A participation fee may be charged for this program.

In all, over 13,000 Canadian firms have participated in the three facets of the ExportUSA program since 1984.

Firms interested in participating in the ExportUSA programs must agree to be entered into the Department of Foreign Affairs and International Trade (DFAIT)'s database. The listing entitles Canadian firms to receive international business leads from the International Business Opportunities Centre and international promotion.

- **Program for Export Market Development (PEMD)**

This program provides financial assistance for eligible Canadian companies to help develop new export markets. Such assistance can help, for example, in the design and printing of sales materials, in placement of advertisements, in opening a branch location, and so on. PEMD is managed by the Export Development Division of DFAIT, and jointly administered with Industry Canada through the regional International Trade Centres.

- **Provincial Programs for Export Financing**

Information on Provincial Government Export Financing Programs can be found on the ExportSource web site (www.exportsource.gc.ca/nonframe/engdoc/5c.html). This site references some of the programs available by province. Other sources of information on provincial export programs can be found on each province's website, generally under the Economic Development section.

- **Team Canada and Business Development Missions**

These Missions target specific, promising markets and are an integral component of Canada's international business development efforts to increase trade and investment. The Missions are organized by DFAIT. More information on Team Canada can be found on the Department of Foreign Affairs and International Trade web site under Trade, International Business Development (web site www.dfait-maeci.gc.ca/trade/menu-e.asp).

- **Export Websites**

The Canadian government has compiled a list of websites providing important export information on the following topics:

United States

- Tariffs, Forms & Licenses
- Freight Forwarders/Logistics
- Manufacturers Agents, Distributors & Representatives
- Trade Shows & Events
- U.S. Government
- Other Useful Sites

Canada

- Doing Business with NAFTA
- Tariffs, Forms & Licenses
- Canadian Customs Brokers
- Export Programs
- Export Services
- Banks and Insurance Companies
- Trade & Business Associations
- Trade Shows & Events
- Canadian Government
- Media and Other Useful Sites

- **WIN Exports**

WIN Exports is a database of Canadian exporters and their capabilities used around the world by Trade Commissioners and the International Business Opportunities Centre to match export-ready Canadian companies to suppliers with a business opportunity in their region. Membership entitles a Canadian company to international business opportunity centre access, international promotion of your company and the sharing of your company information with the Team Canada Inc. network of federal departments and provincial governments.

You can register for WIN by going to the website at http://win.infoexport.gc.ca/register.asp.

- **International Trade Centres**

International Trade Centres are located in British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, New Brunswick, Nova Scotia, Prince Edward Island and Newfoundland and Labrador. Exporters in Northwest Territories and Nunavut are served by the Alberta office, and exporters in Yukon by the British Columbia office. These centres offer one-stop shopping services for Canadian firms to take advantage of export opportunities in the U.S. and other foreign markets. Services include export counselling, market entry support services and market information. They also provide a link with Canadian Trade Commissioners abroad and can help exporters access programs such as PEMD and NEBS.

- **Canada Business Service Centres**

Located in every province and territory, these centres assist companies by providing information on services, programs and regulations and can help research export questions.

- **Regional Trade Networks**

The 10 RTN's across Canada consist of federal, provincial and regional representatives as well as industry associations who have teamed up to help exporters maximize opportunities. They can provide assistance to:

- Develop export skills
- Review export plans
- Identify trade fairs, seminars and missions
- Collect market information and intelligence
- Provide advice and guidance on export financing needs
- Access assistance in the target market

- **International Business Opportunities Centre**

The IBOC provides a matching service to connect foreign firms to Canadian companies. The Centre works in partnership with Canada's trade officers who are located in Canada's embassies and consulates to help link Canadians to local markets and identify business opportunities.

- **Business Development Bank of Canada (BDC)**

The BDC provides working capital for exporters; innovation loans; venture loans; term loans; productivity improvement loans; foreign buyer financing; term loans to implement e-commerce and other related services. BDC has strategic alliances with major financial organizations to serve the financial need of small to medium sized companies.

- **Export Development Canada (EDC)**

Export Development Canada is a Canadian financial institution devoted exclusively to providing trade finance services to support Canadian exporters and investors in 200 markets. This crown corporation reports to Parliament. Most of their clients are small businesses. Their services include export receivables insurance, export financing, bonding and guarantees and political risk insurance. Their small business financial services team works with business with sales of up to $25 million annually, offering various credit solutions to exporters.

- **Canadian Commercial Corporation (CCC)**

Canadian Commercial Corporation is an export sales agency that is wholly owned by the Government of Canada. The agency uses its government status to sign export sales contracts on behalf of Canadian exporters, and specializes in sales to foreign governments and international organizations. The agency also provides special access to U.S. defense and aerospace markets. One important service they provide is to guarantee that Canadian suppliers are financially and technically capable of meeting bid specifications, contract terms and supplier warrantees.

HOUSING EXPORTS

KEY U.S. HOUSING MARKETS: OPPORTUNITIES AND CONTACTS IN DALLAS

Housing
research
MARKETS
EXPORT

Department of Foreign Affairs and International Trade
Ministère des Affaires étrangères et du Commerce international

CMHC SCHL

HOME TO CANADIANS
Canada

CMHC—HOME TO CANADIANS

Canada Mortgage and Housing Corporation (CMHC) is the Government of Canada's national housing agency. We help Canadians gain access to a wide choice of quality, affordable homes.

Our mortgage loan insurance program has helped many Canadians realize their dream of owning a home. We provide financial assistance to help Canadians most in need to gain access to safe, affordable housing. Through our research, we encourage innovation in housing design and technology, community planning, housing choice and finance. We also work in partnership with industry and other Team Canada members to sell Canadian products and expertise in foreign markets, thereby creating jobs for Canadians here at home.

We offer a wide variety of information products to consumers and the housing industry to help them make informed purchasing and business decisions. With Canada's most comprehensive selection of information about housing and homes, we are Canada's largest publisher of housing information.

In everything that we do, we are helping to improve the quality of life for Canadians in communities across this country. We are helping Canadians live in safe, secure homes. CMHC is home to Canadians.

Canadians can easily access our information through retail outlets and CMHC's regional offices.

You can also reach us
by phone at
1 800 668-2642
(outside Canada call (613) 748-2003)

By fax at
1 800 245-9274
(outside Canada (613) 748-2016)

To reach us online, visit our home page at
www.cmhc.ca

Canada Mortgage and Housing Corporation supports the Government of Canada policy on access to information for people with disabilities. If you wish to obtain this publication in alternative formats, call 1 800 668-2642.

APPENDICES FOR DALLAS

TABLE OF CONTENTS

APPENDIX ONE: OVERVIEW OF LOCAL DEMOGRAPHIC, ECONOMIC AND MARKET CONDITIONS 4

1.0 DEMOGRAPHY *4*

1.1 TOTAL METROPOLITAN POPULATION 4

1.2 HOUSEHOLDS 8

1.3 TENURE 11

1.4 AGE GROUPS 13

1.5 INCOME 17

2.0 ECONOMY *21*

2.1 GROSS STATE PRODUCT AND ECONOMIC HEALTH OF THE DALLAS AREA 21

2.2 EMPLOYMENT 22

2.3 MAIN SECTOR OF EMPLOYMENT AND EMPLOYERS 25

2.4 COST OF LIVING 31

2.5 STRENGTHS AND WEAKNESSES OF THE LOCAL ECONOMY 32

3.0 HOUSING TRENDS *33*

3.1 SIZE AND GROWTH OF HOUSING STOCK 33

3.2 VACANCY RATES OF RENTAL HOUSING 40

3.3 RESALE HOUSING PRICES 41

APPENDIX TWO: PROJECTS IN PLANNING OR EARLY DEVELOPMENT STAGES 42

1.0 PROJECTS IN PLANNING OR EARLY DEVELOPMENT STAGES *42*

APPENDIX THREE: KEY CONTACTS IN THE DALLAS AREA 45

1.0 DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS *46*

1.1 CONTACT INFORMATION FOR LUMBER STORES AND HOME CENTRES 48

1.2 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR CABINETRY 52

1.3 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR DOORS AND WINDOWS 58

1.4 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR FLOORING 63

1.5 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR SIDING 65

1.6 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR PRE-ENGINEERED/PANELIZED COMPONENTS 68

2.0 BUILDERS, DEVELOPERS, RENOVATORS, CONTRACTORS AND OWNERS 69

2.1 LEADING GENERAL CONTRACTOR/CONSTRUCTION MANAGER FIRMS IN THE DALLAS AREA 69

2.2 LEADING RESIDENTIAL PROPERTY OWNERS IN THE DALLAS AREA 70

2.3 CONTACT LIST OF BUILDERS, DEVELOPERS, RENOVATORS AND CONTRACTORS. 71

3.0 ASSOCIATIONS 102

4.0 IMPORTANT WEBSITES 105

APPENDIX FOUR: CONTACT INFORMATION FOR CITIES, TOWNS AND VILLAGES IN THE DALLAS MARKET AREA 113

APPENDIX ONE: OVERVIEW OF LOCAL DEMOGRAPHIC, ECONOMIC AND MARKET CONDITIONS

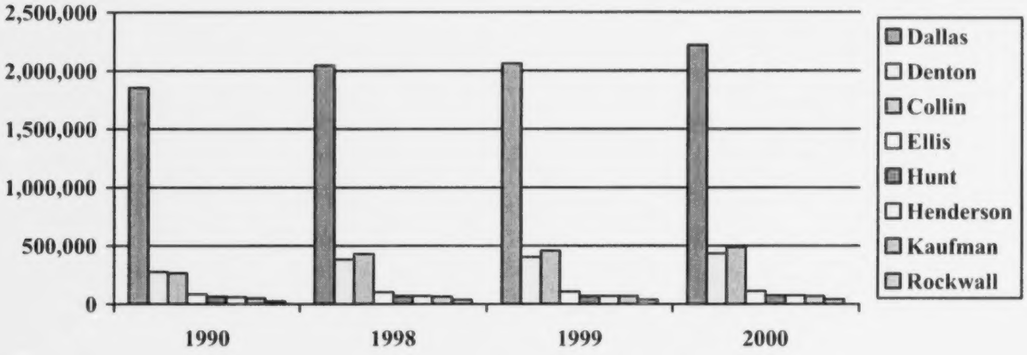
1.0 DEMOGRAPHY

1.1 TOTAL METROPOLITAN POPULATION

The Dallas market area is comprised of the Primary Metropolitan Statistical Area, and includes communities of various sizes ranging from small towns to the City of Dallas (located in Dallas County). The population of the Dallas market area by county for 1990 and the last three years is shown below:

Figure 1

Population of Dallas Market Area

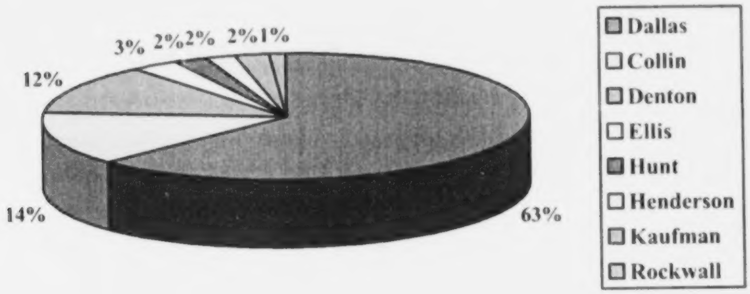


Source: www.census.gov/population/estimates/county/co-99-1/99C1_17txt for 1998 and 1999
Source: U.S. Census Bureau, Census 2000 for 1990 and 2000

As shown above, the most populated counties are Dallas, Denton and Collin. These three counties comprise 89.3% of the population of the Dallas market area. In 2000 this area made up 16.9% of the total population of the State of Texas. The percentage of each county in the Dallas market area and its recent growth rate is shown below.

Figure 2

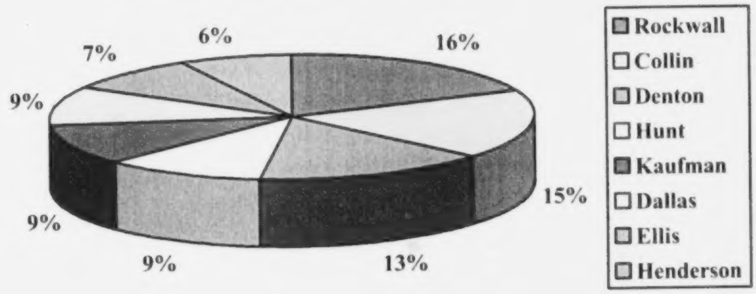
Percentage of Dallas Market Area Population by County, 2000



Source: Calculations, The Starr Group Inc.

Figure 3

Rate of Population Growth by County 1998-2000, Dallas Market Area



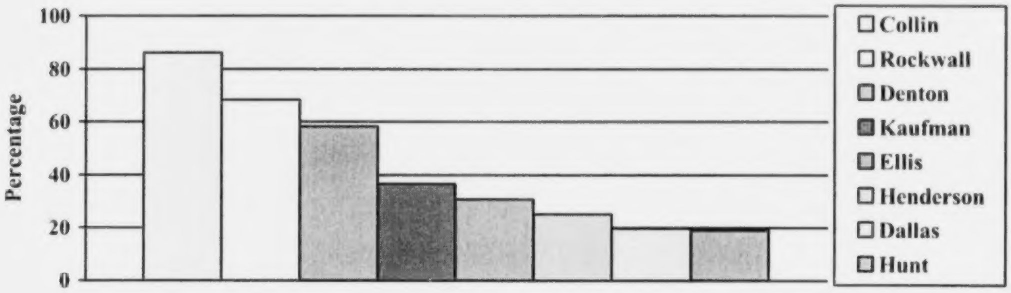
Source: Calculations, The Starr Group Inc.

As shown above, although major population areas such as the cities of Dallas, Garland and Irving (Dallas County) have the highest population in the Dallas market area, the growth rate in these major areas is somewhat lower than in the majority of the market area. The highest growth rate areas over the past three years are Rockwall, Collin, and Denton Counties, and include the cities of Rockwall (Rockwall County), Plano (Collin County) and Denton (Denton County). These counties were also the fastest growing between 1990 and 2000. Overall, rate of population growth decreased in the Dallas market area during the latter part of the 1990s. Whereas the average growth rate in the Dallas market area between 1990 and 2000 was 31.5%, the average growth rate between 1998 and 2000 was 9.9%.

The population growth rate for each county in the Dallas market area over the past 10 years is shown below.

Figure 4

Rate of Growth by County, 1990-2000, Dallas Market Area

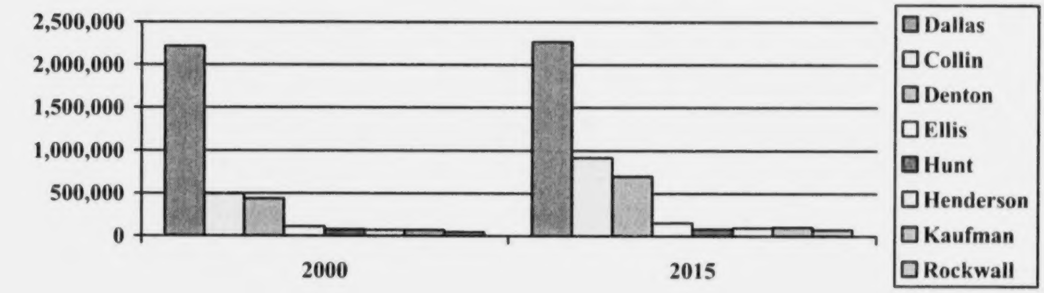


Source: U.S. Census Bureau, State and County QuickFacts
Source: http://quickfacts.census.gov

The forecasted population growth in the Dallas market area for 2015 is shown below, compared to actual population for the year 2000.

Figure 5

Forecasted Population by County, 2000 and 2015, Dallas Market Area

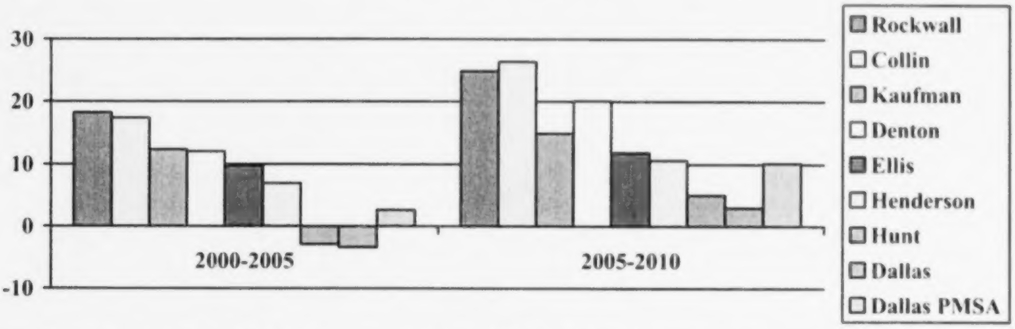


Source: U.S. Census Bureau, Census 2000
Source: Texas Comptroller of Public Accounts, Winter 1999-2000 County Forecasts
Source: http://www.window.state.tx.us/cgi-bin/poppgm

The information provided above is explained in further detail in the following charts which show the forecasted growth rates for the next 5, 10 and 15 years. The highest growth rates during this period are forecasted for Rockwall and Collin Counties.

Figure 6

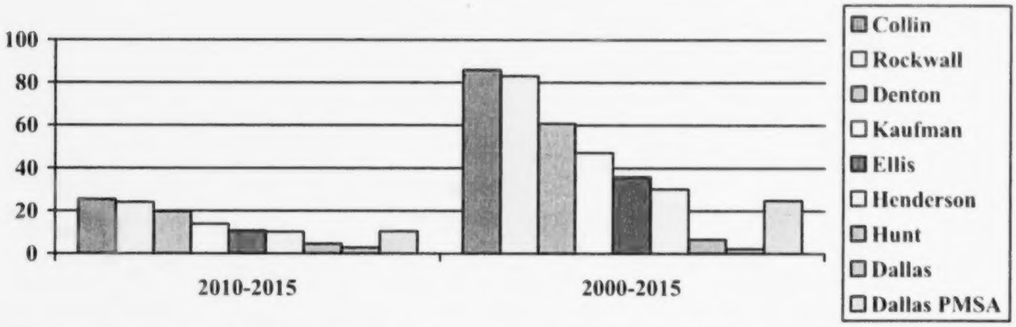
Population Growth Rates 2000-2005 and 2005-2010 by County, Dallas Market Area



Source: Texas Comptroller of Public Accounts, Winter 1999-2000 County Forecasts
Source: http://www.window.state.tx.us/cgi-bin/poppgm

Figure 7

Population Growth Rates 2010-2015 and 2000-2015 by County, Dallas Market Area



Source: Texas Comptroller of Public Accounts, Winter 1999-2000 County Forecasts
Source: http://www.window.state.tx.us/cgi-bin/poppgm

As shown above, the counties with the highest growth rates are expected to be Collin, Rockwall, Denton and Kaufman. Dallas County is expected to have a small population increase during this time period, although it is forecasted to experience a modest population decline between 2000 and 2005. The above information also demonstrates that the highest growth period will be between 2005 and 2015. Between 2000 and 2005 only a modest population increase (2.6%) is forecasted. The population of the entire area is expected to increase by 10.1% between 2005 and 2010 and by 10.5% between 2010 and 2015.

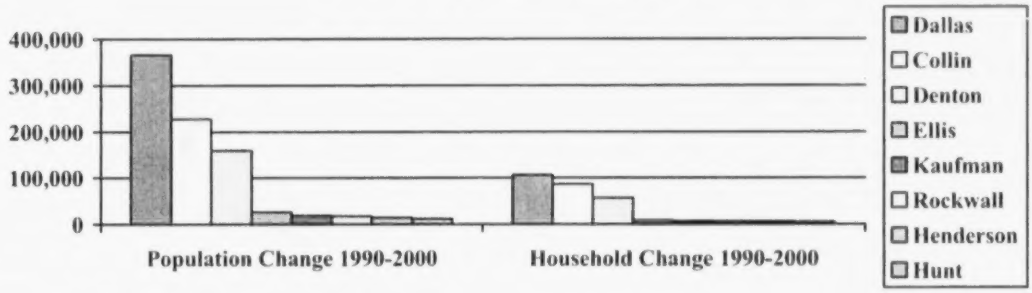
1.2 HOUSEHOLDS

The total number of households in the Dallas market area closely reflects the number of dwelling units in the area.

The largest rate changes have been seen in Collin, Rockwall, Denton and Kaufman, with the smallest increase in Dallas. However, because the population of Dallas County is larger than the other counties, as expected, it has the highest increase in the total number of households. Other counties with large increases in the number of households include Collin and Denton.

Figure 8

Growth in Population and Number of Households, Dallas Market Area, 1990-2000

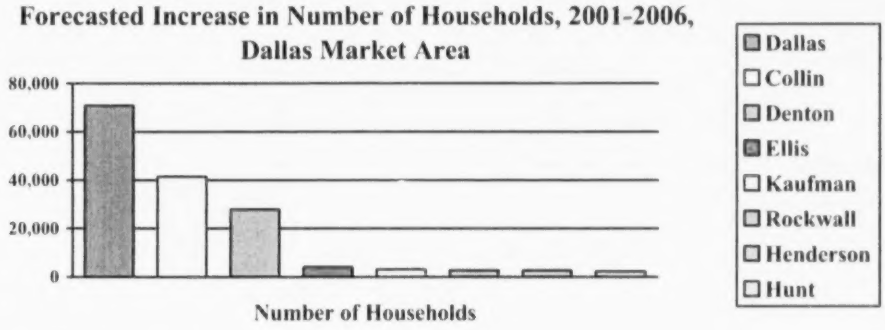


Source: U.S. Census Bureau, Census 2000 for 2000
Source: U.S. Census Bureau, Census 1990
Source: http://factfinder.census.gov/

The forecasted increase in the number of households for the period from 2001 to 2006 is shown below.

Figure 9

Forecasted Increase in Number of Households, 2001-2006, Dallas Market Area



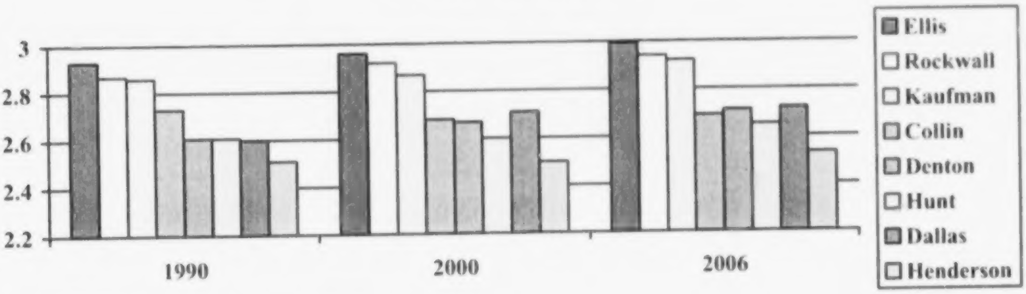
Source: EASI Demographics, Inc. 2001 for 2006

As shown above, the number of additional households in the Dallas area to the year 2006 is forecast to be highest in Dallas County, followed by Collin and Denton. In total, it is expected that approximately 155,000 new households will be added to the Dallas market area between 2001 and 2006.

The average household size has changed over the past 10 years. The changes in average household size for each county over the last 10 years are shown below, as well as the forecasted change to the year 2006.

Figure 10

Changes in Average Household Size, 1990, 2000 and 2006, Dallas Market Area



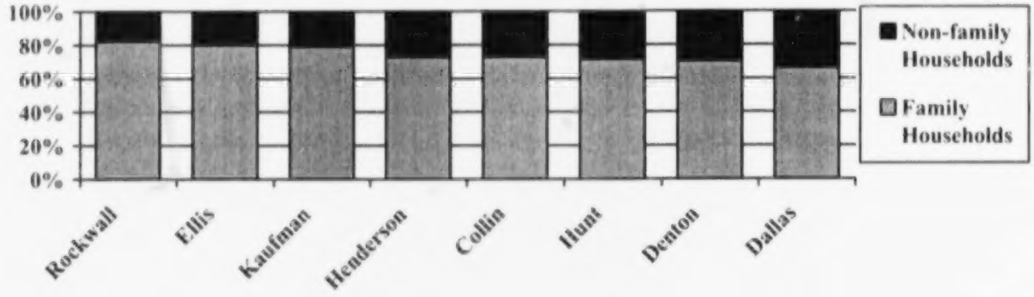
Source: U.S. Census Bureau, Census 2000
Source: http://factfinder.census.gov/
Source: EASI Demographics Inc., 2001 for 2006

This information is useful in determining the number of bedrooms required for each household, and therefore impacts on the size of housing units. As shown above, the counties with the highest number of persons per household projected for 2006 are Ellis, Rockwall and Kaufman, respectively. As a result, using an average minimum of one bedroom per member in the household, the majority of the new housing units in these three counties could be expected to be in the range of three or more bedrooms.

Another way to look at the housing requirements for a household is to determine the composition of the household, including number of children or seniors in the household. The following chart provides information on the types of households in 2000 in the Dallas market area.

Figure 11

**% of Total Households by Household Type,
Dallas Market Area, 2000**

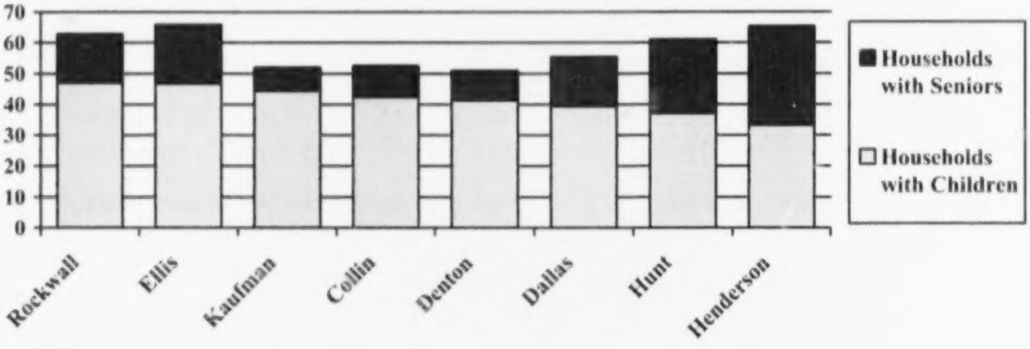


Source: U.S. Census Bureau, Census 2000
Source: http://factfinder.census.gov/

The above chart shows that Rockwall, Ellis and Kaufman Counties have the highest number of "family" households, or persons that are related to one another sharing a dwelling. Dallas and Denton Counties showed the highest percentage of households whose members were not related to one another.

Figure 12

**Percentage of Total Households with Seniors or with Children,
Dallas Market Area, 2000**



Source: U.S. Census Bureau, Census 2000
Source: http://factfinder.census.gov/

As shown above, the counties with the lowest percentage of households with children were Henderson and Hunt. Households with children make up over 40% of the households in five of the eight counties: Rockwall, Ellis, Kaufman, Collin and Denton. The highest percentage of seniors are found in Henderson (31.1%) and Hunt (23.9%) Counties. As expected, the counties with the lowest percentage of children in the household also had the highest percentage of seniors in the household.

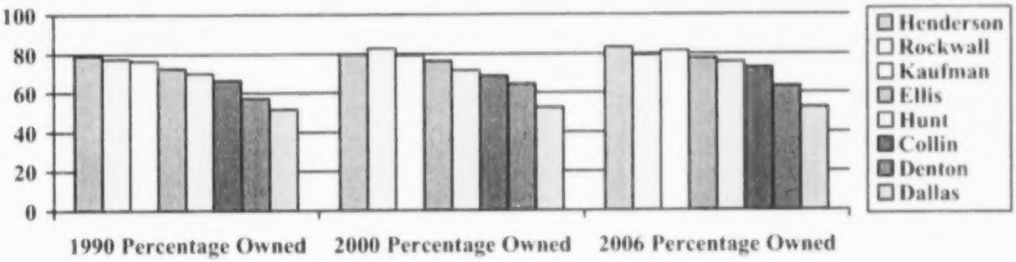
The study undertaken for CMHC on the US Home Renovation Market[1] found that homeowners in the age 35-44 group were most likely to undertake renovation projects, as these households included the highest number of children under 18. Homeowners over age 65 were least likely to renovate.

1.3 TENURE

The tenure of the dwelling influences the type of renovation or new construction. Owners have been found to spend significantly more on renovations than landlords of rental properties. In 1990, an average of 68.9% of the dwellings in the Dallas market area were owned, compared to 71.9% in 2000.

Figure 13

Tenure of Households, 1990, 2000 and 2006,
Dallas Market Area



Source: U.S. Census Bureau, Census 1990 and 2000
Source: http://factfinder.census.gov/
Source: EASI Demographics, 2001 for 2006

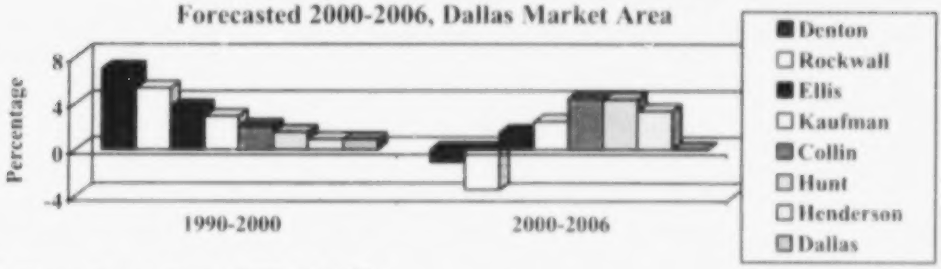
The pattern of ownership versus rental has increased overall over the past 10 years, and is forecast to continue at a steady pace for most counties in the Dallas market area as illustrated below. Although Denton and Rockwall Counties had the largest increase in the percentage of ownership between 1990 and 2000, these counties are forecasted to see a shift towards more renter households between 2000 and 2006. All counties in the Dallas market area have a higher percentage of owners than renters, although in Dallas County the percentage of ownership is only slightly over 52% and is not expected to increase in the next few years. Overall, the rate of home ownership is expected to increase by 1.4% in the Dallas market area between 2000 and 2006.

---

[1] The Starr Group Inc., Study on US Renovation Market, Prepared for CMHC, October 1999

Figure 14

% Change in Ownership Tenure, 1990-2000 and Forecasted 2000-2006, Dallas Market Area



Source: U.S. Census Bureau, Census 1990 and 2000
Source: http://factfinder.census.gov/
Source: EASI Demographics, 2001 for 2006

Three counties are expected to see a significant increase in home ownership over the next few years: Collin (4.4%), Hunt (4.3%) and Henderson (3.3%).

The report entitled "Study on U.S. Renovation Market"[2] stated "rental property owners often have different motives for remodelling than do homeowners. Homeowners both invest and live in their homes. They remodel to personally benefit from the changes and to protect and improve the value of their investment. Rental owners remodel primarily to maximize their economic return and protect their investment."

The trend in home-ownership is expected to rise for most counties in the Dallas market area. However, a modest shift in tenure from home ownership to rental is forecast in Denton (-1.1%) and Rockwall County (-3.5%) between 2000 and 2006. As a result, the type of renovations undertaken for these counties is expected to shift moderately.

---

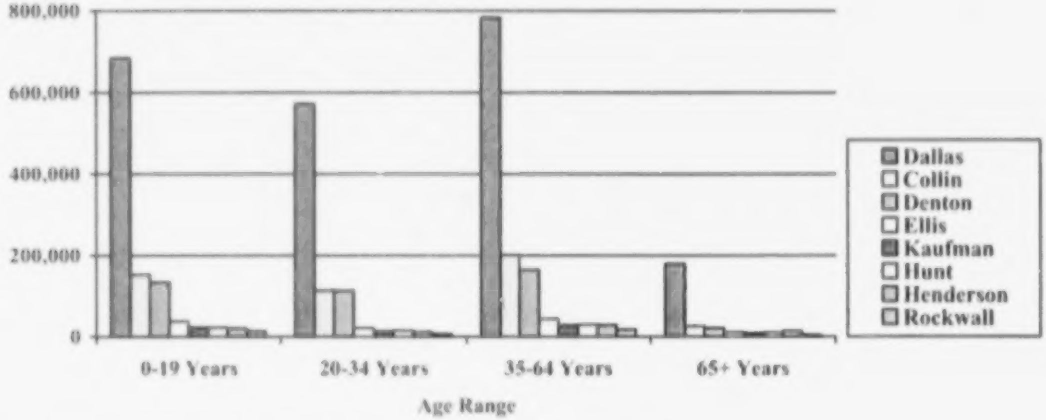
[2] The Starr Group Inc., Study on U.S. Renovation Market, Prepared for CMHC, October, 1999

1.4 AGE GROUPS

The current population by main age groups for the Dallas market area is shown below.

Figure 15

Population by Age Range, Dallas Market Area, 2000



Source: U.S. Census Bureau, http://factfinder.census.gov

The counties with the highest percentage of residents age 0-19 years are Ellis (33.4%) and Rockwall (32.5%). Henderson County had the lowest percentage of residents in this age group, at only 26.9%, compared to the Dallas market area average of 30.9%.

For adults aged 20-34 years, Denton showed the highest percentage at 26.3%, followed by Dallas County at 25.8%. Overall, adults in this age group make up 24.7% of the population of the Dallas market area. The lowest percentages were found in Henderson and Rockwall Counties, which both showed under 18% of the population in this age group.

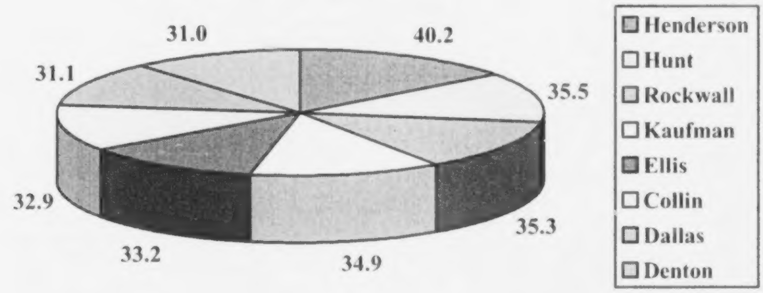
Adults aged 35-64 years make up the largest age group in the Dallas market area, accounting for 36.8% of the total population. The counties with the highest population in this age group include Rockwall (42%)and Collin (40.8%), and Kaufman (39.2%). The lowest incidence of adults aged 35-64 was found in Dallas (35.3%).

Adults over age 65 made up 7.7% of the total population. There is a significantly higher percentage of seniors in Henderson County (18.2%) and Hunt County (12.6%) than the other counties in the Dallas market area.

The median age range for the Dallas market area by county is shown below. The highest median age ranges are seen in Henderson and Hunt Counties, with Denton showing the lowest median age range. The number of children and seniors in the population influences these median age ranges. Henderson and Hunt Counties have the highest representation by seniors in their general population, while Rockwall, Ellis and Kaufman have the highest percentage of children making up their population.

Figure 16

Median Age Range by County
Dallas Market Area, 2000

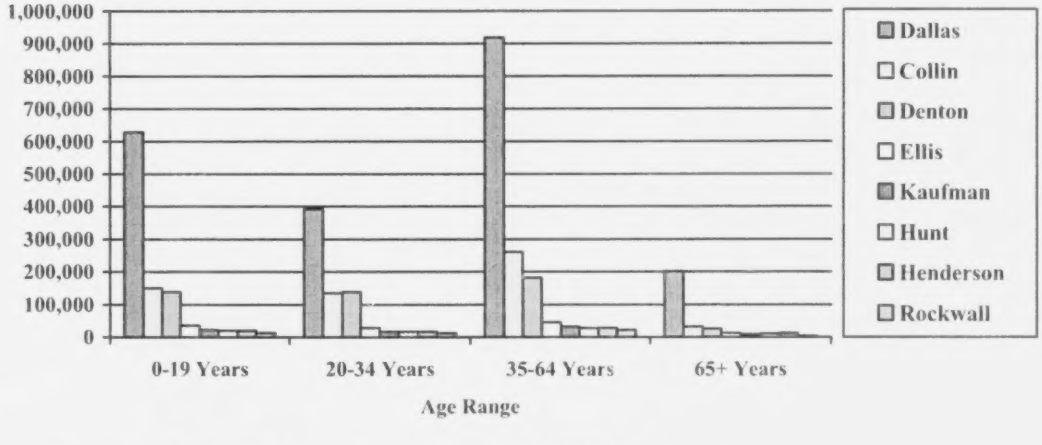


Source: U.S. Census Bureau, http://factfinder.census.gov

The 2005 forecasted population by main age groups for the Dallas market area is shown below.

Figure 17

Population by Age Range,
Dallas Market Area, 2005

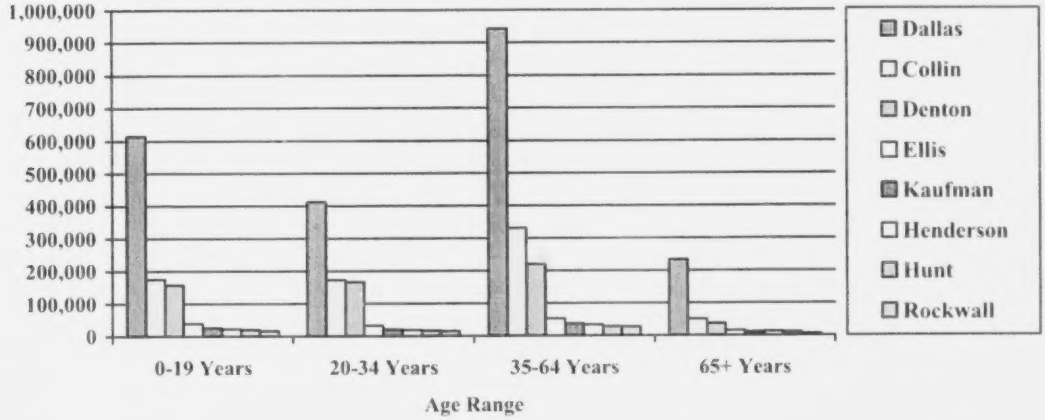


Source: Texas Comptroller of Public Accounts, Winter 1999-2000 County Forecasts
Source: http://www.window.state.tx.us/cgi-bin/poppgm

The 2010 forecasted population by main age groups for the Dallas market area is shown below.

Figure 18

Population by Age Range,
Dallas Market Area, 2010

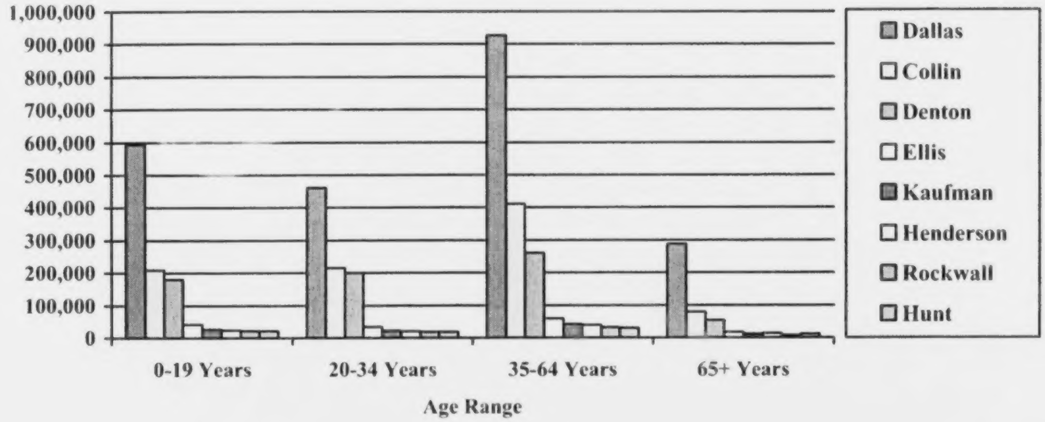


Source: Texas Comptroller of Public Accounts, Winter 1999-2000 County Forecasts
Source: http://www.window.state.tx.us/cgi-bin/poppgm

The 2015 forecasted population by main age groups for the Dallas market area is shown below.

Figure 19

Population by Age Range, Dallas Market Area, 2015

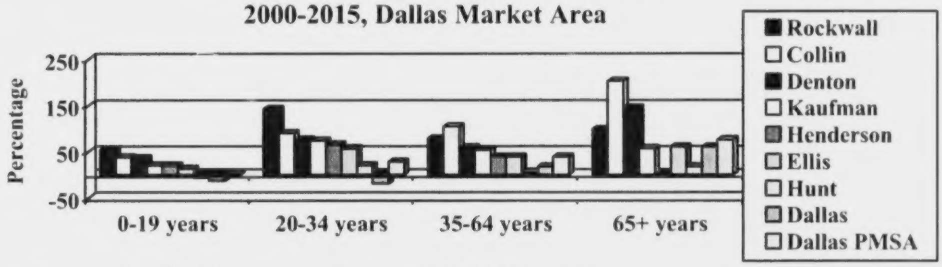


Source: Texas Comptroller of Public Accounts, Winter 1999-2000 County Forecasts
Source: http://www.window.state.tx.us/cgi-bin/poppgm

The following chart shows the percentage of growth/decline for each age group between 2000 and 2015 by county.

Figure 20

% Change in Population by Age Group, 2000-2015, Dallas Market Area



Source: Texas Comptroller of Public Accounts, Winter 1999-2000 County Forecasts
Source: http://www.window.state.tx.us/cgi-bin/poppgm
Source: U.S. Census Bureau, http://factfinder.census.gov

Between 2000 and 2015, the counties with the largest growth for children age 0-19 will be Rockwall (53.1%), Collin (37.8%) and Denton (35.6%), with an overall growth of 3.1%. The percentage of children age 0-19 is expected to decrease in Hunt (-6.2%) and Dallas (-13.3%) Counties. Young adults in the age range of 20-34 years, who are typically first-time homebuyers, will see significant increases in all counties with the exception of Dallas County, which will see a decrease of -19.2%. Adults aged 35-64 will see an overall increase of 39.4%, with the most significant increases in Collin (105.0%), Rockwall (78.9%) and Denton (59.4%). The population of seniors aged 65+ is expected to grow significantly in most areas throughout most of this time period. The percentage of seniors is forecasted to increase by more than 100% in Collin (203.2%) and Denton (144.9%) Counties and by 76.7% in the overall market area.

Overall, the population of the Dallas market area is expected to grow by almost 24.8% between 2000 and 2015.

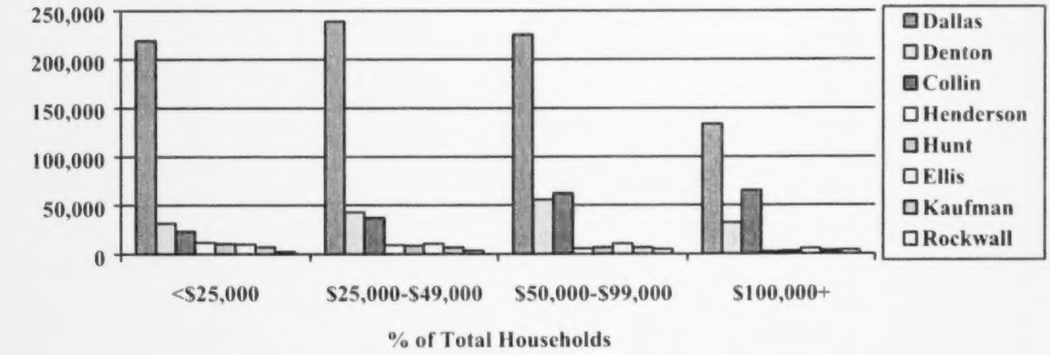
1.5 INCOME

The study entitled "Study on U.S. Renovation Market"[3] provided information from the National Association of the Remodelling Industry's report that found affluent Americans with salaries of over $100,000 spend more than $31 billion every year on renovating their homes. Even though they represent only 11% of all households, this is nearly a quarter of all expenditures. As a result, it is important to look at the income levels of the households in the Dallas market area to determine the percentage of households in this income range.

Based on 2001 estimates, the main income groups for the Dallas market area are shown below.

Figure 21

Income Groups by Households, Estimated for 2001, Dallas Market Area



Source: EASI Demographics, Inc., 2001

---

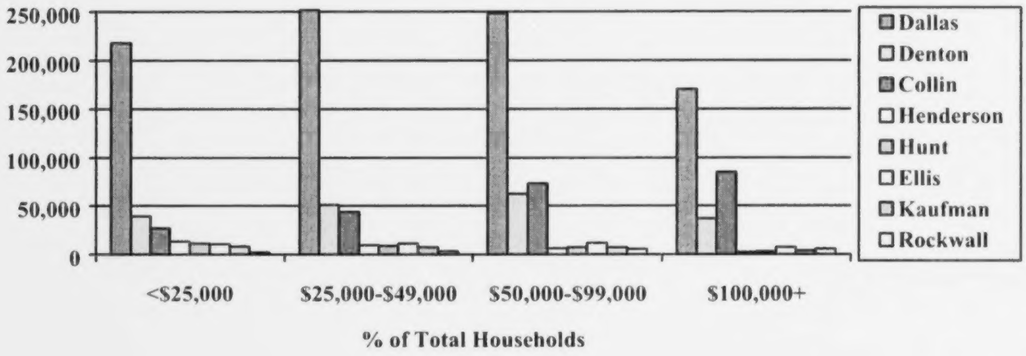
[3] Starr Group Inc., Renovation in the United States; Market Overview and Contact Guide, Prepared for CMHC.

The data show that approximately 19% of the households in the Dallas market area have incomes of $100,000 or higher. As a result, it should be expected that these households would spend a significant amount of their income on home renovations. The counties with the highest percentage of households with incomes of $100,000 or higher include Rockwall (26.5%) and Collin (34.7%).

Based on 2006 forecasts, the main income groups for the Dallas market area are shown below.

Figure 22

Income Groups by Households, Estimated for 2006, Dallas Market Area



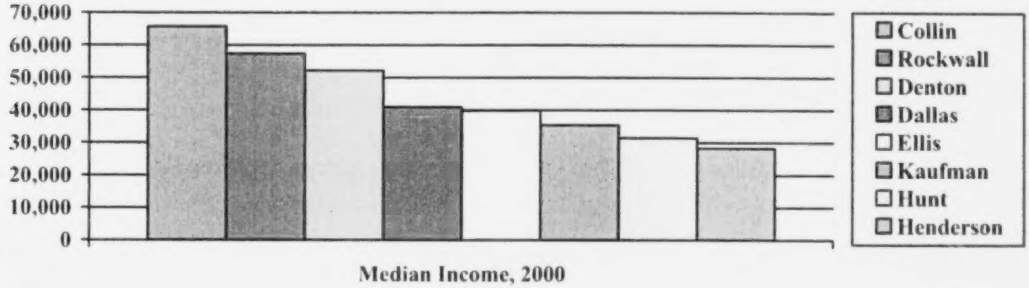
Source: EASI Demographics, Inc., 2001

The above data show that the number of households in the lowest income level will decrease from 24.3% of the population to 22.7%. The percentage of households with incomes of $100,000 or higher is expected to increase from 19.1% to 21.6%. All counties except Denton County are forecasted to see an increase in the percentage of households with incomes over $100,000 with the most significant increase being in Rockwall County (up 5.4%). Denton County will see a modest decline of –0.2%.

The median income for the State of Texas in 2000 was $34,378. Median incomes for each county in the Dallas market area and the expected growth rates in median income between 1990 and 2000 are shown below.

Figure 23

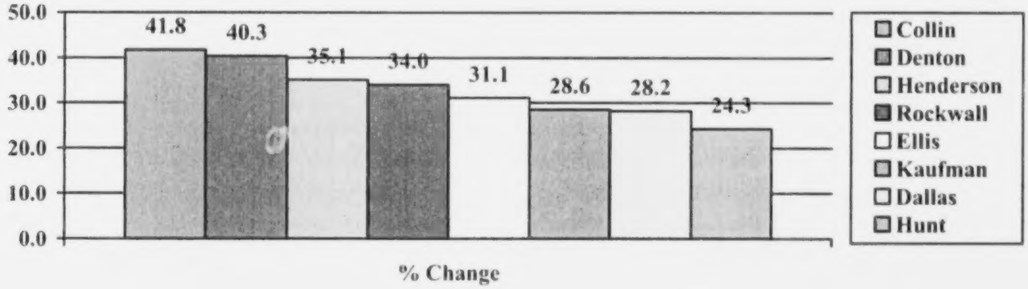
**Median Household Income,
Dallas Market Area, 2000**



Source: U.S. Census Bureau, 1990 and 2000

Figure 24

**Increase in Median Household Income,
Dallas Market Area, 1990-2000**



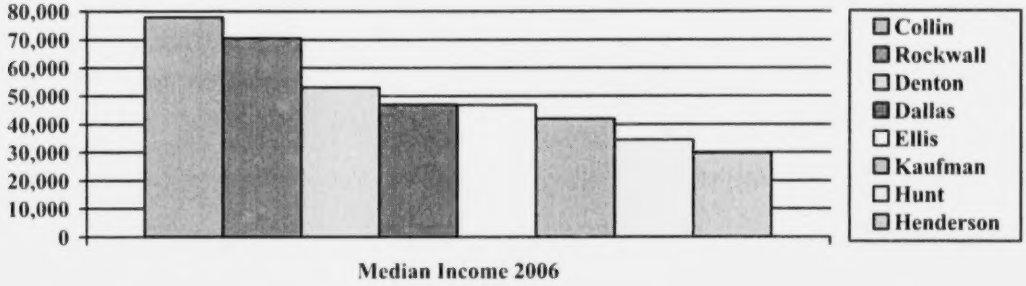
Source: U.S. Census Bureau, 1990 and 2000

The highest median household incomes in 2000 in the Dallas market area are found in Collin, Rockwall and Denton Counties. Households in Collin and Denton have seen the highest growth in median household income between 1990 and 2000, while households in Hunt have seen the least growth. Overall, household incomes increased by 25.3% between 1990 and 2000 in the Dallas market area.

Median incomes in the Dallas market area are expected to grow by 14.3% over the next 5 years. The median income for each county and the expected growth rates in median income are shown below. Median household incomes are expected to continue to be highest in Collin, Rockwall and Denton Counties. During this period Rockwall, Kaufman and Collin Counties are expected to see the highest increase in median household income.

Figure 25

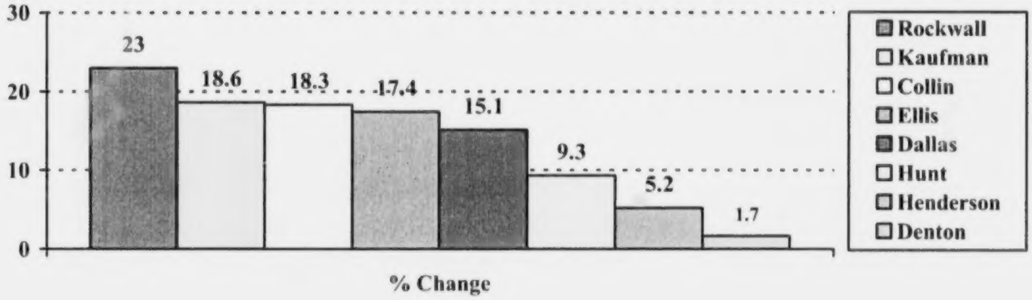
Median Household Income, Dallas Market Area, 2006



Source: EASI Demographics, Inc. 2001

Figure 26

Forecasted % Growth in Median Income, Dallas Market Area, 2000-2006



Source: EASI Demographics, Inc. 2001

2.0 ECONOMY

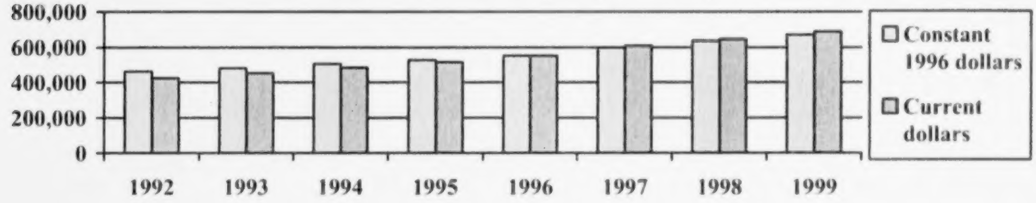
2.1 *GROSS STATE PRODUCT AND ECONOMIC HEALTH OF THE DALLAS AREA*

The State of Texas ranked third in terms of the share of the nation's Gross Domestic Product for each state. The State Domestic Product for Texas was 7.4% in 1999, up from 6.8% in 1992. For the period from 1992 to 1999, Texas was ranked as one of the 10 fastest growing states by the United States Department of Commerce in their report dated June 4, 2001[4]. Between 1992 and 1999 Gross State Product increased in all sectors. The largest annual increases were seen in manufacturing (9.1%), wholesale trade, (8.9%), and retail trade (7.3%). Construction saw an annual increase of 4.8% over this period.

The change in the Gross State Product between 1992 and 1999 is shown below.

Figure 27

Change in Gross State Product for Texas Between 1992 and 1999 ($ millions)



Source: U.S. Dept of Commerce, Bureau of Economic Analysis
Source: http://www.bea.doc.gov/bea/regional/gsp/action.cfm

Although the economy of the Dallas area was once based on the oil, gas and real estate sectors, other sectors have risen in importance, resulting in a balanced economy. The location of the state, and in particular the City of Dallas has proven an asset in economic growth. Dallas is equidistant from major centres such as New York, Chicago, Los Angeles, Mexico City and Toronto, which has enabled it to become a focus of international trade between Canada, the U.S. and Mexico.

There is some uncertainty as to how the events of September 11th, 2001 will impact the economy of the Dallas Market Area. The Meyers Group, in their statement dated September 20th [5], provided information on their assessment of the events of September 11th to the overall economy of the US. In this report, they compared the economy at the start of the Gulf War in 1990 to the economic conditions prior to September 11th. Their forecast states "a recession will occur because we were dangerously close to a recession prior to the disaster, and now there will be significant layoffs in the travel and tourism industries, as well as curtailed consumer spending as we head into the holiday season". They continued with their analysis of employment rates, stating, "The housing market is not likely to be significantly affected by low employment...(until) unemployment approaches 6.5%...sometime next year. They do not forecast a 'significant crash' in the housing market", which is good news to Canadian exporters of home construction materials.

---

[4] United States Department of Commerce News, Bureau of Economic Analysis, Wire Transmission Monday June 4, 2001, BEA 01-16

[5] Meyers Group Key Economic Indicator – Special Edition, September 20, 2001 www.meyersgroup.com

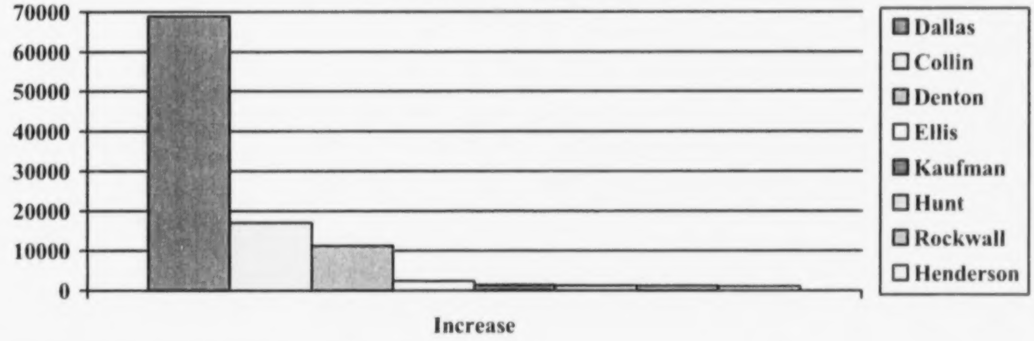
The Meyers Group's report did, however, identify a number of markets where they expected "significant short-term job losses to hurt housing demand ... and to possibly even result in distress sales in the resale market if conditions do not improve within one year. Markets such as Chicago, Boston, New York, Las Vegas and San Francisco are markets that are highly sensitive at this time." As a result, Canadian home construction product exporters should keep a close watch on economic conditions and plan their entry or expansion into the market accordingly. The Dallas market area was not included in their list of areas that could see significant decline in the real estate resale market.

2.2 *EMPLOYMENT*

The Dallas market area has seen an increase in the labour force in every county between August 2000 and August 2001, with the largest increases in Dallas, Collin and Denton Counties.

Figure 28

Change in Labour Force between August 2000 and August 2001, Dallas Market Area

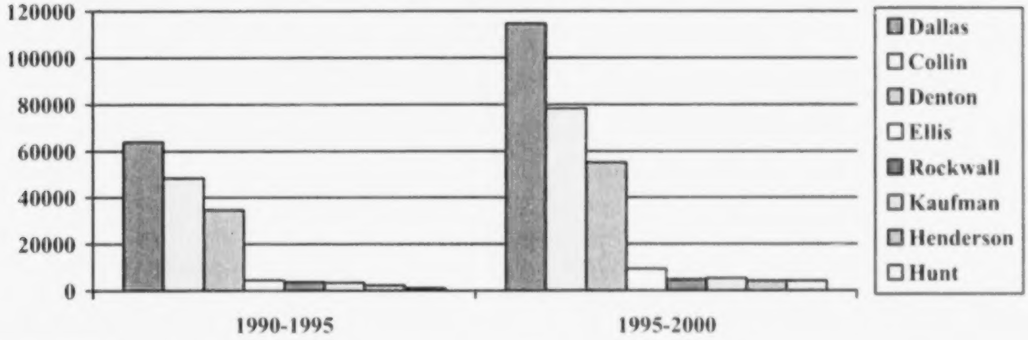


Source: Workplace Info Center, http://www.ilworkinfo.com

This information must be interpreted alongside employment growth and unemployment rates. The employment growth and unemployment rates for the Dallas market area are shown below, which show the highest employment growth between 1990-1995 and 1995-2000 in Dallas, Collin and Denton Counties.

Figure 29

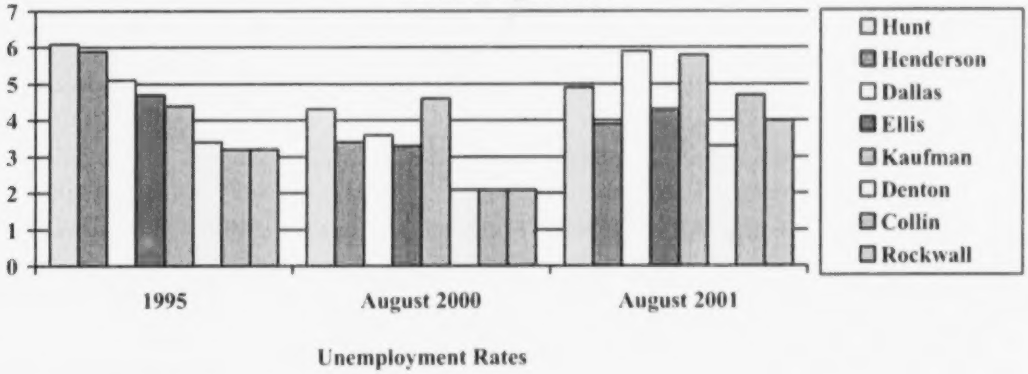
Employment Growth 1990-1995 and 1995-2000, Dallas Market Area



Source: Texas Workforce
Source: http:www.twc.state.tx.us/

Figure 30

Unemployment Rates 1995, August 2000, Augus 2001, Dallas Market Area

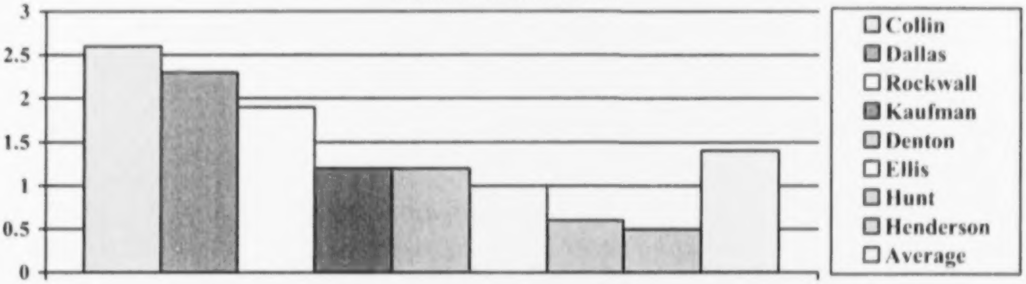


Source: Texas Workforce
Source: http:www.twc.state.tx.us/

With the exception of Kaufman County, unemployment rates decreased between 1995 and August 2000. However, unemployment rates increased again in all counties between August 2000 and August 2001. During that period the average unemployment rate in the Dallas market area increased from 3.2% to 4.6%.

Figure 31

Increase in Unemployment Rates August 2000 to August 2001, Dallas Market Area



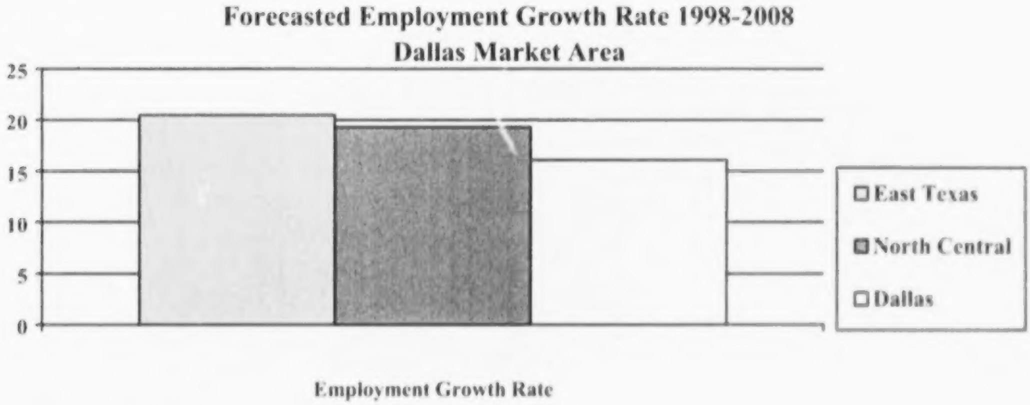
Unemployment Rates

Source: Texas Workforce
Source: http:www.twc.state.tx.us/

As shown above, every county saw an increase in the unemployment rate between August 2000 and August 2001. The largest rise in unemployment rates were seen in Collin, Dallas and Rockwall Counties.

Forecasted employment growth rates are not available at the county level. However, industry projections for 1998-2008 are available for workforce development areas. These are shown below. East Texas Workforce Development Area which includes Henderson County is expected to see a 20.5% increase in employment. The North Central Workforce Development Area which includes Collin, Denton, Ellis, Hunt, Kaufman and Rockwall Counties is expected to see a 19.3% increase in employment. The Dallas Workforce Development Area is expected to see a 16.1% increase in employment during this period. However, due to the events of September 11th, 2001, and their expected impacts on the economy, the numbers shown in these projections may not be attained.

Figure 32


Forecasted Employment Growth Rate 1998-2008
Dallas Market Area

Source: Texas Workforce
Source: http:www.twc.state.tx.us/

2.3 *MAIN SECTOR OF EMPLOYMENT AND EMPLOYERS*

To put the information reported for the Dallas market area into perspective, we have provided the following overview of the Construction Sector for the State of Texas as of 1997.

Table 1
Overview of the Construction Sector, State of Texas, 1997

Construction Sector Area	Number of Businesses	Number of Employees	Annual Payroll ($1,000)	Shipments/ Sales/Receipts ($1,000)
Building, developing and general contracting	9,379	79,813	2,672,015	26,195,374
Residential building construction	5,467	29,250	957,301	11,093,814
Single-family housing construction	5,142	25,564	844,998	10,069,998
Multifamily housing construction	325	3,685	112,304	1,023,816

Source: U S Census Bureau, www.census.gov/prod/ec97/97c23-tx.pdf

The following table provide details of where growth is expected to in the Dallas market area. It should be noted that this information does not include all the counties identified in the Dallas market area.

Table 2
Forecast Employment Growth, Dallas Market Area, 1998-2008

Sector	Employment 1998	Forecasted Employment 2008	Number of New Jobs	Growth Rate
Agriculture/Forestry/ Fisheries	15,200	19,000	3,800	25.0
Services	877,500	1,060,900	174,400	19.9
Transportation, Communication, Utility	146,400	172,650	26,250	17.9
Retail Trade	320,550	375,750	55,200	17.2
Government	79,100	92,050	12,950	16.4
Construction	94,400	109,800	15,400	16.3
Manufacturing: durable goods	184,900	209,650	24,750	13.4
Finance, Insurance and Real Estate	155,850	175,750	19,900	12.8
Wholesale Trade	151,650	170,350	18,700	12.3
Manufacturing: non-durable goods	83,250	91,700	8,450	10.2
Mining	13,050	12,850	-200	-1.5
Total	**2,130,100**	**2,490,350**	**359,650**	**16.9**

This chart shows that the largest sector in terms of employment growth is agriculture/forestry/ fisheries which includes agricultural production, agricultural services and landscaping. The largest sector in terms of employment is services, which includes schools, hospitals and medical services, restaurants and hotels. This sector is also expected to have a high growth rate in the next few years. Construction ranks 6 out of the 11 sectors in terms of forecasted growth rates, with employment expected to grow by approximately 16% or 15,400 jobs. The construction sector accounted for 4.4% of all employment in 1998, and is forecasted to account for the same percentage of total jobs in 2008. Unlike other parts of the country, the manufacturing sector is expected to grow over the next few years. Much of this growth is due to growth in high technology manufacturing. The only employment sector that is expected to see job losses is mining.

Another source provides information on the main sectors of employment in the Dallas market area by county as shown below:

Table 3
Largest Industries in the Dallas Market Area, 1999

County	Largest industries in 1999 based on earnings
Collin	Durable Goods Manufacturing, Retail Trade
Dallas	Services, Finance, Insurance, Real Estate, Wholesale Trade
Denton	Services, State and Local Government, Retail Trade
Ellis	Durable Goods Manufacturing, Services, State and Local Government
Henderson	Services, Retail Trade, State and Local Government
Hunt	Durable Goods Manufacturing, State and Local Government, Services
Kaufman	Services, State and Local Government, Durable Goods Manufacturing
Rockwall	Services, Retail Trade, Transportation, Public Utilities

Source: Bureau of Economic Analysis, Regional Information Systems
Source: http://www.bea.doc.gov/bea/regional/bearfacts/

The employers in the Dallas market area with 2,000 or more employees are shown below, along with their major product or service.

Table 4
Largest Employers in the Dallas Market Area, 2000

Employer	County	Product/Service	Number of Employees
Nortel	Dallas	Technology	8,000
Texas Instruments Inc.	Dallas	Technology	7,400
Baylor University Medical Center	Dallas	Health care	7,400
University of North Texas	Denton	University	6,870
University of Texas SW Medical Center	Dallas	Health care	6,530
Parkland Memorial Hospital	Dallas	Health care	6,520
MCI Worldcom	Dallas	Communications	4,300
J.C. Penney	Collin	Retail	3,700
Presbyterian Hospital-Dallas	Dallas	Health care	3,600
Raytheon AIS	Hunt	Manufacturing	3,600
Blue Cross Blue Shield-Texas	Dallas	Health care	3,500
Raytheon/E-Systems	Dallas	Manufacturing	3,300
Northrop-Grumman	Dallas	Manufacturing	3,200
Southwest Airlines	Dallas	Travel	3,060
Medical City Dallas Hospital	Dallas	Health care	3,000
Veterans Affairs Medical Center	Dallas	Health care	3,000
Southern Methodist University	Dallas	University	3,000
Lockheed Martin Vought Systems	Dallas	Manufacturing	2,900
Chase Manhattan Bank	Dallas	Financial Services	2,600
Ericsson Inc.	Dallas	Telecommunications	2,600

Employer	County	Product/Service	Number of Employees
IBM. Corp	Dallas	Computers	2,590
TXU	Dallas	Telecommunications	2,500
Methodist Medical Hospital	Dallas	Health care	2,500
United States Postal Services	Dallas	Mail and Postal delivery	2,490
Frito-Lay	Collin	Manufacturing	2,400
Southwestern Bell	Dallas	Telecommunications	2,400
Nokia House	Dallas	Telecommunications	2,380
United Parcel Service	Dallas	Package delivery	2,340
Bank of America	Dallas	Financial services	2,280
Northrup Grumman	Dallas	Manufacturing	2,100
City of Dallas	Dallas	City Government	2,000
Mobil Oil	Dallas	Mining	2,000
Richland College	Dallas	Education	2,000

Source: North Central Texas Council of Governments
Source: http://www.dfwinfo.com
Source: Dunn & Bradstreet Million Dollar Directory

As shown above, the largest employers in the Dallas market area are concentrated primarily in Dallas County. Only four of the employers in the Dallas market area with 2,000 employees or more are located in counties outside of Dallas County. The labour force of Dallas County comprises 63% of the labour force of the Dallas market area.

We are also providing the list of top employers in each county in the tables below.

Major employers and the type of product or service provided in Collin County are:

Table 5
Major Employers, Collin County, 2000

Employer	Service/Product	Number of Employees
J.C. Penney	Retail	3,700
Frito-Lay	Manufacturing	2,400
Atrion Corp.	Oil and gas distribution	522
Lyrick Corp.	Media	350
Alon USA Energy Inc.	Oil and gas refining	300
Lyons Partnership LP	Manufacturing	200
United Paper Inc.	Wholesale distributor	180
Sage Telecom Inc.	Communication	175
Beal Aerospace Technologies Inc.	Aerospace	175
Advanced Neuromodulation Systems Inc.	Manufacturing	110

Source: Dunn & Bradstreet Million Dollar Directory

Major employers and the type of product or service provided in Dallas County are:

Table 6
Major Employers, Dallas County, 2000

Company	Service/Product	Number of Employees
Nortel	Technology	8,000
Texas Instruments Inc.	Technology	7,400
Baylor University Medical Center	Health care	7,400
University of Texas SW Medical Center	Health care	6,530
Parkland Memorial Hospital	Health care	6,520
MCI Worldcom	Communications	4,300
Presbyterian Hospital-Dallas	Health care	3,600
Blue Cross Blue Shield-Texas	Health care	3,500
Raytheon/E-Systems	Manufacturing	3,300
Northrop-Grumman	Manufacturing	3,200
Southwest Airlines	Travel	3,060
Medical City Dallas Hospital	Health care	3,000
Veterans Affairs Medical Center	Health care	3,000
Southern Methodist University	University	3,000
Lockheed Martin Vought Systems	Manufacturing	2,900
Chase Manhattan Bank	Financial Services	2,600
Ericsson Inc.	Telecommunications	2,600
IBM. Corp	Computers	2,590
TXU	Telecommunications	2,500
Methodist Medical Hospital	Health care	2,500
United States Postal Services	Mail and Postal delivery	2,490
Frito-Lay	Manufacturing	2,400
Southwestern Bell	Telecommunications	2,400
Nokia House	Telecommunications	2,380
United Parcel Service	Package delivery	2,340

Source: North Central Texas Council of Governments
Source: http://www.dfwinfo.com

Major employers and the type of product or service provided in Denton County are:

Table 7
Major Employers, Denton County, 2000

Company	Service/Product	Number of Employees
University of North Texas	University	6,870
Boeing Defense Electronics	Manufacturing	1,900
Denton State School	University	1,300
Xerox Corp	Technology	1,100
Peterbilt Motors Co.	Manufacturing	1,100

Company	Service/Product	Number of Employees
Denton Regional Medical Center	Health Care	1,000
Texas Women's University	University	930
Victor Equipment Co.	Manufacturing	680
Fleming Cos.	Manufacturing	600
Denton Community Hospital	Health care	500
Wal-Mart Supercenter	Retail	475
Medical Center of Lewisville	Health care	450
Randalls Food Market	Supermarket	435

Source: North Central Texas Council of Governments
Source: http://www.dfwinfo.com

Major employers and the type of product or service provided in Ellis County are:

Table 8
Major Employers, Ellis County, 2000

Company	Service/Product	Number of Employees
Chaparral Steel Co.	Manufacturing	1,200
Tyler Refrigeration	Manufacturing	700
Baylor Medical Center	Health care	466
Dart Container Corp.	Manufacturing	400
Owens-Corning Fiberglas Corp.	Manufacturing	400
International Extrusion Corporation- Texas	Manufacturing	340
Trinity Materials Inc.	Construction	300
United States Aluminium Corporation- Texas	Manufacturing	256

Source: North Central Texas Council of Governments
Source: http://www.dfwinfo.com
Source: Dunn & Bradstreet Million Dollar Directory

Major employers and the type of product or service provided in Hunt County are:

Table 9
Major Employers, Hunt County, 2000

Company	Service/Product	Number of Employees
Raytheon AIS	Manufacturing	3,600
Texas A&M University	University	1,710
Rubbermaid Inc.	Manufacturing	700
Presbyterian Hospital – Greenville	Health care	700
Hunt Memorial Hospital District	Health care	700
Ennis Tag & Label Co.	Manufacturing	184

Source: North Central Texas Council of Governments
Source: http://www.dfwinfo.com
Source: Dunn & Bradstreet Million Dollar Directory

Major employers and the type of product or service provided in Kaufman County are:

Table 10
Major Employers, Kaufman County, 2000

Company	Service/Product	Number of Employees
Texarkana Memorial Hospital	Health care	1,285
Terell State Hospital	Health care	930
Vistawall	Manufacturing	900
Madix Inc.	Manufacturing	900
American National Bank of Texas	Financial services	400
Healthsouth of Texarkana Inc.	Health care	250
Corrugated Services Inc.	Manufacturing	206
Trinity Valley Electrical Cooperative Inc.	Utility	134

Source: North Central Texas Council of Governments
Source: http://www.dfwinfo.com
Source: Dunn & Bradstreet Million Dollar Directory

Major employers and the type of product or service provided in Rockwall County are:

Table 11
Major Employers, Rockwall County, 2000

Company	Service/Product	Number of Employees
Precision Cable Manufacturing Corp.	Manufacturing	300
Helwig James & Sons Ltd.	Transportation	165
Best Circuit Boards	Manufacturing	165

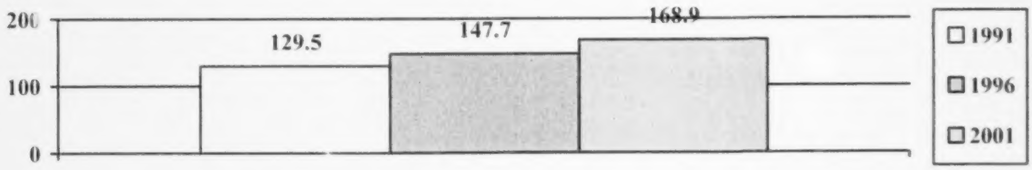
Source: Dunn & Bradstreet Million Dollar Directory

2.4 COST OF LIVING

The change in the cost of living over the past 10 years for the Dallas market area is shown below.

Figure 33

Consumer Price Index, Dallas Market Area, 1991, 1996 and 2001



Source: Bureau of Labour Statistics, U.S. Department of Labour
Source: http://www.bls.gov/cpi/home/htm

As shown above, the Consumer Price Index rose by 14% between 1991 to 1996, and by 30.4% between 1996 and 2001.

2.5 *STRENGTHS AND WEAKNESSES OF THE LOCAL ECONOMY*

The strengths and weaknesses of the local economy for each county in the Dallas market area are as follows:

Table 12
Fastest and Slowest Growing Sectors, Dallas Market Area, 1989-1999

County	Fastest Growing Sectors 1989-1999	Slowest Growing Sectors 1989-1999
Collin	Nondurable Goods Manufacturing	State and Local Government
Dallas	Services	Durable Goods Manufacturing
Denton	Construction	Durable Goods Manufacturing
Ellis	Retail Trade	Durable Goods Manufacturing
Henderson	Finance, Insurance, Real Estate	Durable Goods Manufacturing
Hunt	State and Local Government	Nondurable Goods Manufacturing
Kaufman	Durable Goods Manufacturing	State and Local Government
Rockwall	Finance, Insurance, Real Estate	State and Local Government

Source: Bureau of Economic Analysis, Regional Information Systems
Source: http://www.bea.doc.gov/bea/regional/bearfacts/

As shown above, on Kaufman shows growth for Durable Goods Manufacturing, while four counties (Dallas, Denton, Ellis and Henderson) show this as their slowest growing sector between 1988-1999. Nondurable Goods Manufacturing is shown as the fastest growing sector for Collin County, but the slowest growing sector for Hunt County. State and Local Government is identified as the slowest growing sector for Collin, Kaufman and Rockwall counties, yet the fastest growing sector for Hunt County.

3.0 HOUSING TRENDS

3.1 SIZE AND GROWTH OF HOUSING STOCK

The current housing stock in the Dallas market area is comprised of the following housing unit types:

Table 13
Current Housing Stock, Dallas Market Area

County	Single Units	Two Units	3-50 Units	50+ Units	Other	Total
Collin	135,081	6,842	30,516	5,647	9,989	188,075
Dallas	447,742	47,950	242,230	56,954	21,542	816,418
Denton	100,970	4,514	35,036	6,405	16,064	162,989
Ellis	27,633	1,481	2,379	151	5,877	37,521
Henderson	18,286	519	966	88	9,299	29,158
Hunt	19,728	992	2,158	510	5,610	28,998
Kaufman	18,259	597	1,217	0	4,694	24,767
Rockwall	11,089	687	1,415	133	1,640	14,964
Total	**778,788**	**63,582**	**315,917**	**69,888**	**74,715**	**1,302,890**

Source: EASI Demographics Inc., 2001

The number of privately owned residential building permits, the number of units and construction costs for 2000 is shown below.

Table 14
Building Permits Issued, Dallas Market Area, 2000

County	Unit Type	Number of Buildings	Number of Units	Construction Costs
Collin	Single Family	9,621	9,621	1,551,549,086
	2 Family	10	20	1,418,641
	5+ Family	18	470	170,928,200
	Total	**9,649**	**10,111**	**1,723,895,927**
Dallas	Single Family	8,856	8,856	1,530,479,131
	2 Family	5	10	606,029
	3&4 Family	55	208	14,984,320
	5+ Family	251	4,671	247,981,224
	Total	**9,167**	**13,745**	**1,794,050,704**
Denton	Single Family	5,245	5,245	879,122,764
	2 Family	1	2	116,193
	3&4 Family	2	8	389,000
	5+ Family	25	534	23,949,168
	Total	**5,273**	**5,789**	**903,577,125**

County	Unit Type	Number of Buildings	Number of Units	Construction Costs
Ellis	Single Family	669	669	81,220,912
	2 Family	7	14	383,000
	3&4 Family	23	92	4,166,965
	5+ Family	25	201	8,134,225
	Total	**724**	**976**	**93,905,102**
Henderson	Single Family	111	111	11,778,128
	2 Family	2	4	177,500
	Total	**113**	**115**	**11,955,628**
Hunt	Single Family	67	67	6,021,484
	Total	**67**	**67**	**6,021,484**
Kaufman	Single Family	202	202	16,309,595
	3&4 Family	5	19	450,500
	5+ Family	11	109	5,052,100
	Total	**218**	**330**	**21,812,195**
Rockwall	Single Family	955	955	185,615,041
	Total	**955**	**955**	**185,615,041**
Total	Single Family	**25,726**	**25,726**	**4,262,096,141**
	2 Family	**25**	**50**	**2,701,363**
	3&4 Family	**85**	**327**	**19,990,785**
	5+ Family	**330**	**5,985**	**456,044,917**
	Total	**26,166**	**32,088**	**4,740,833,206**

Source: U.S. Census Bureau, Building Permits
Source: http://tier2.census.gov/cgi-win/bldgprmt/prmtplace.exe

Single-family homes are prevalent throughout the Dallas market area. Multi-unit buildings are found to a lesser extent, with the majority being built in Dallas County. Hunt and Rockwall Counties showed building permits issued only for single-family homes in 2000, but only accounted for 3.2% of the total units built in the Dallas market area.

Table 15
Dwelling Types by County, Dallas Market Area, 2000

County	Unit Type	% of County Total Built by Unit Type	% of Market Area Total Built by Unit Type
Collin	Single Family	95.2	37.4
	2 Family	0.2	40.0
	5 + Family	4.6	7.9
	Total	**100.0**	**31.5**
Dallas	Single Family	64.4	34.4
	2 Family	0.1	20.0
	3 & 4 Family	1.5	63.6
	5 + Family	34.0	78.0
	Total	**100.0**	**42.8**

County	Unit Type	% of County Total Built by Unit Type	% of Market Area Total Built by Unit Type
Denton	Single Family	90.6	20.4
	2 Family	0.0	4.0
	3 & 4 Family	0.1	2.4
	5 + Family	9.4	8.9
	Total	**100.0**	**18.0**
Ellis	Single Family	68.5	2.6
	2 Family	1.4	28.0
	3 & 4 Family	9.4	28.1
	5 + Family	20.6	3.4
	Total	**100.0**	**3.0**
Henderson	Single Family	96.5	0.4
	2 Family	3.5	8.0
	Total	**100.0**	**0.4**
Hunt	Single Family	100.0	0.3
	Total	**100.0**	**0.2**
Kaufman	Single Family	61.2	0.8
	3 & 4 Family	5.8	5.8
	5 + Family	33.0	1.8
	Total	**100.0**	**1.0**
Rockwall	Single Family	100.0	3.7
	Total	**100.0**	**3.0**
Total	Single Family	80.2	100.0
	2 Family	0.2	100.0
	3 & 4 Family	1.0	100.0
	5 + Family	18.7	100.0
	Total	**100.0**	**100.0**

Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

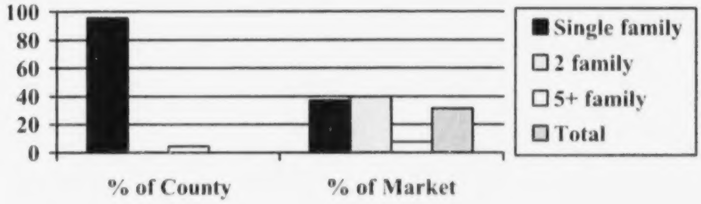
As expected, Dallas County had the largest share of housing building permits issued in 2000 (42.8%), followed by Collin County (31.5%) and Denton County (18.0%). The five other counties accounted for only 7.6% of the housing permits issued in 2000. Collin County had the largest share of single-family housing building permits issued (37.4%), followed by Dallas County (34.4%).

The majority of 2 family structure (semi-detached) building permits were also issued for Collin County (40.0%). An additional 28% of the permits for 2 family structures were issued in Ellis County. The permits issued for 3 & 4 family homes would typically be for tri-plex or quad-plex units, with construction being most common in Dallas County (63.6%), but also in Ellis County (28.1.%). Building permits issued for 5+ family homes, which would include apartments and condominiums, were primarily issued in Dallas County (78.0%).

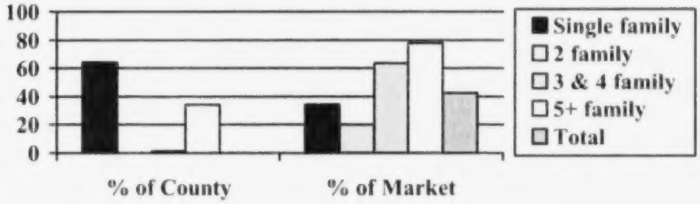
The percentage of units built by housing type in 2000 by county is shown below. The figure for % of Market shows the percentage of units of that housing type built in the county compared to the total Dallas market area. For example, 37.4% of the total single-family homes were built in Collin County in 2000, compared to 40% of the 2 family homes (semi-detached).

Figure 34
Percentage of Units Built by Housing Type in 2000 by County

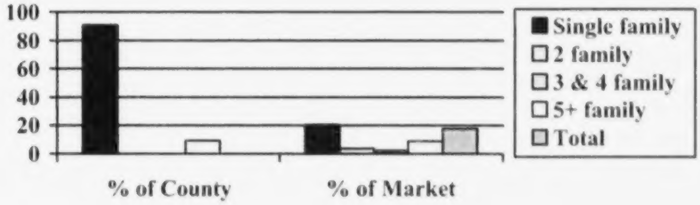
Collin County

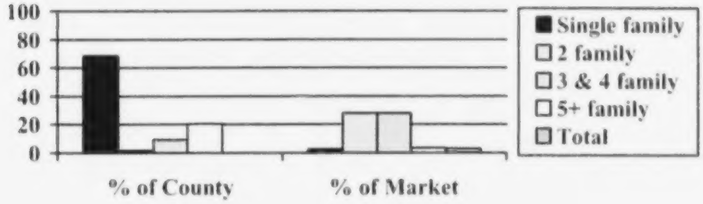


Dallas County

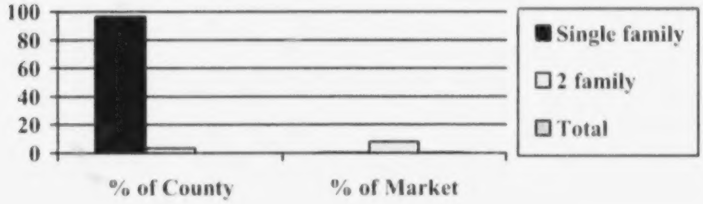


Denton County

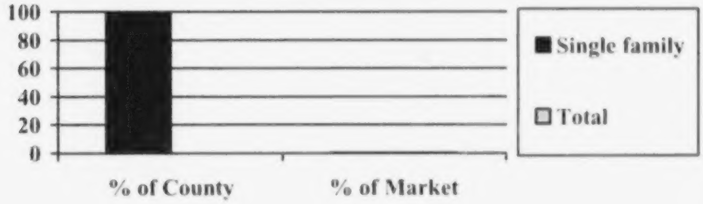




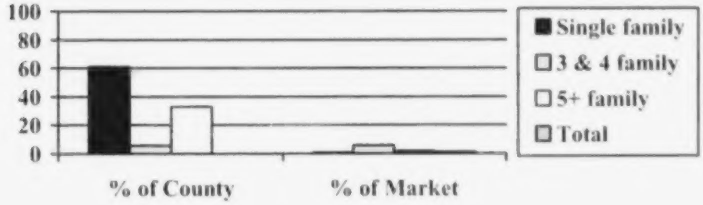
Ellis County



Henderson County

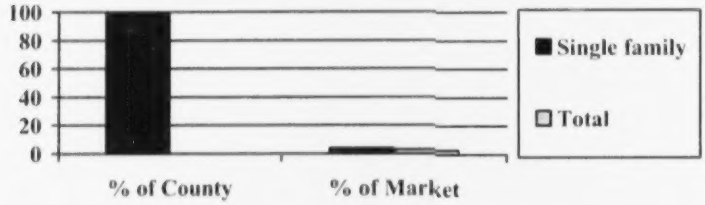


Hunt County



Kaufman County

Rockwall County



Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.

The change in the average cost of building permits issued per unit by unit type for 1999 and 2000 by county is shown below.

Table 16
Change in Building Permits Issued Cost/Unit, Dallas Market Area, 1999-2000

County	Unit Type	1999 Cost/Unit	2000 Cost/Unit	% Change
Collin	Single Family	159,381	161,267	1.18
	2 Family	58,851	70,932	20.53
	3 & 4 Family	20,833	N/A	N/A
	5 + Family	45,387	363,677	701.28
	Total	**117,924**	**170,497**	**44.58**
Dallas	Single Family	147,267	172,818	17.35
	2 Family	52,601	60,603	15.21
	3 & 4 Family	61,059	72,040	17.98
	5 + Family	49,704	53,090	6.81
	Total	**105,486**	**130,524**	**24.80**
Denton	Single Family	159,708	167,612	4.95
	2 Family	72,348	58,097	-19.70
	3 & 4 Family	52,201	48,625	-6.85
	5 + Family	46,860	44,849	-4.29
	Total	**134,424**	**156,085**	**16.11**
Ellis	Single Family	117,945	121,406	2.94
	2 Family	N/A	27,357	N/A
	3 & 4 Family	52,500	45,293	-13.73
	5 + Family	N/A	40,469	N/A
	Total	**116,874**	**96,214**	**-17.68**
Henderson	Single Family	112,147	106,109	-5.38
	2 Family	49,821	44,375	-10.93
	3 & 4 Family	79,853	N/A	N/A
	5 + Family	N/A	N/A	N/A
	Total	**105,767**	**103,962**	**-1.71**

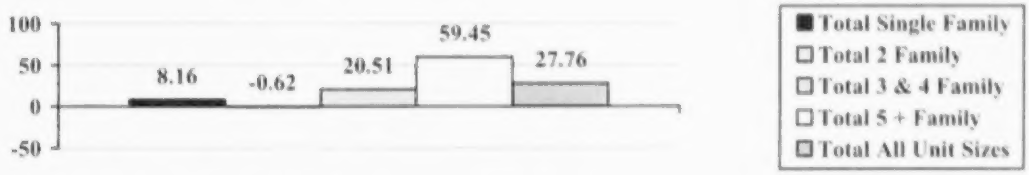
County	Unit Type	1999 Cost/Unit	2000 Cost/Unit	% Change
Hunt	Single Family	79,761	89,873	12.68
	2 Family	N/A	N/A	N/A
	3 & 4 Family	N/A	N/A	N/A
	5 + Family	24,063	N/A	N/A
	Total	**65,944**	**89,873**	**36.29**
Kaufman	Single Family	83,625	80,741	-3.45
	2 Family	N/A	N/A	N/A
	3 & 4 Family	21,667	23,711	9.43
	5 + Family	48,863	46,350	-5.14
	Total	**65,055**	**66,098**	**1.60**
Rockwall	Single Family	165,860	194,361	17.18
	2 Family	N/A	N/A	N/A
	3 & 4 Family	N/A	N/A	N/A
	5 + Family	52,727	N/A	N/A
	Total	**162,681**	**194,361**	**19.47**
Total	Single Family	153,168	165,673	8.16
	2 Family	54,364	54,027	-0.62
	3 & 4 Family	50,729	61,134	20.51
	5 + Family	47,789	76,198	59.45
	Total	**115,645**	**147,745**	**27.76**

Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

The chart below shows the change in the value of building permits issued for the Dallas market area for different home types.

Figure 35

% Change in Average Cost of Building Permits Issued per Unit by Unit Type Between 1999 and 2000, Dallas Market Area



Source: U.S. Census Bureau Building Permits
Source: http://tier2.census.gov/CGI-WIN/BLDGPRMT/PRMTPLAC.EXE

Overall, the value of building permits increased by 27.76% between 1999 and 2000. An increase of 8.26% was seen in single-family homes, with the highest increases seen in Dallas (17.4%) and Rockwall (17.2%) Counties.

There was a slight decrease in the cost of 2 family homes during this time period. This decrease was seen in Denton (-19.7%) and Henderson (-10.9%) Counties. In contrast, the cost of 2 family units increased in Collin (20.5%) and Dallas (15.2%) Counties which saw the bulk of 2 family units.

The value of building permits issued for 3 & 4 family structures between 1999 and 2000 saw an overall increase of 20.5%, with Dallas and Kaufman County seeing an increases of 18% and 9.4%, respectively and Denton and Ellis Counties seeing decreases in unit costs.

The most significant increases were seen in multi-family structure housing 5 or more families. Overall, the cost of this unit type increased by 59.5% with the most significant increases being seen in Collin County, where the cost per unit rose from $45,387 to $363,677. In 2000, only 18 buildings were built of this size, with a total of 470 units, compared to 236 buildings in 1999 and 4,366 units.

3.2 *VACANCY RATES OF RENTAL HOUSING*

The actual vacancy rates for rental housing units in the Dallas market area are shown below:

Table 17
Vacancy Rates, Dallas Market Area, 1990 and 2000

County	Vacancy Rate 1990	Vacancy Rate 2000	Change in Vacancy Rates 1990-2000	Percentage of Rental Tenure 2000
Collin	8.9	12.3	+3.4	31.4
Dallas	14.5	6.3	-8.2	47.4
Denton	9.9	7.7	-2.2	35.6
Ellis	11.0	6.3	-4.7	23.8
Henderson	13.5	8.5	-5	20.0
Hunt	17.2	9.7	-7.5	28.5
Kaufman	14.7	7.1	-7.6	20.8
Rockwall	11.7	7.0	-4.7	17.3
Average	**12.7**	**8.1**	**-4.6**	**28.1**

Source: U.S. Census Bureau, Census 2000
Source: U.S. Census Bureau, Census 1990
Source: http:/factfinder.census.gov

As shown above, rental vacancy rates have declined in all counties with the exception of Collin County. The decline in Dallas County is especially significant, as the number of renters in this county is 47.4% of all households

3.3 RESALE HOUSING PRICES

Median resale housing prices for individual cities within the Dallas market area are shown in the tables below.

Table 18
Existing Home Sales, Dallas Market Area, 2000

County	City	Total Sales	Median Sales Price	Days on Market
Collin	Plano	4,717	175,760	46
	McKinney	1,525	160,310	72
	Frisco	1,284	160,530	61
	Allen	1,266	152,500	55
Dallas	East Dallas	2,299	131,650	45
	Southeast Dallas	816	63,000	45
	North Dallas	747	390,500	67
	Northwest Dallas	661	148,500	40
	Carrollton	2,119	134,000	31
	Mesquite	1,898	89,900	39
	Richardson	1,328	140,250	40
	Coppell	1,213	209,000	46
	Sachse-Rowlett	1,203	123,950	48
	Grand Prairie	1,189	92,000	47
	Irving	1,033	99,900	40
	Sunnyvale	37	197,000	93
Denton	The Colony	668	108,250	48
Rockwall	Rockwall	821	166,750	76

Source: North Texas Real Estate Information System

The above figures illustrate that there is a considerable amount of variation in median sales prices throughout the Dallas market area. These prices range from $63,000 in Southeast Dallas to $390,000 in North Dallas.

Table 19
Median Sales Prices for Single Family Homes in Dallas PMSA, (000s)

Area	1998	1999	2000				2001	
			Q1	Q2	Q3	Q4	Q1	Q2
Dallas PMSA	**111.0**	**115.7**	**119.9**	**118.9**	**125.3**	**126.2**	**122.7**	**133.6**

Source: Business and Industry Data Center
http://www.bidc.state.tx.us/overview.19msahomeprices.htm

Resale prices for single family homes in the Dallas area have been steadily increasing in the last four years. In 1998 the median resale price for a single family home was $111,000. In mid 2001 the median resale price for a single family home had increased to $133, 600, a 20.3% increase.

APPENDIX TWO: PROJECTS IN PLANNING OR EARLY DEVELOPMENT STAGES

1.0 PROJECTS IN PLANNING OR EARLY DEVELOPMENT STAGES

The following list shows some of the projects that are in the planning or early development stages throughout the market area. This list is sorted by the name of the municipality where the development is located.

Community Name	City	Price Range	Type of Homes	Square Feet	Builder	Phone
Lost Creek Ranch West	Allen	$175,000 - $225,000	Single Family	2354 - 3270	Centex Homes - Dallas	(972) 678-2920
North Bethany Lake Estates	Allen	$125,000 - $200,000	Single Family	1704 - 3000	Choice Homes	(972) 359-1595
North Bethany Lake Estates	Allen	$150,000 - $225,000	Single Family	1895 - 4009	Kimball Hill Homes - Dallas	(972) 747-8264
Tara Farms	Allen	$75,000 - $150,000	Single Family	1475 - 1866	Choice Homes	(972) 979-1704
Northgate	Carrollton	$100,000 - $150,000	Single Family	1247 - 2508	Choice Homes	(972) 382-8585
Park Plaza	Cedar Hill	$125,000 - $225,000	Single Family	1895 - 4009	Kimball Hill Homes - Dallas	(972) 299-0555
Corinthian Palisades	Corinth	$125,000 - $175,000	Single Family	1577 - 2542	Choice Homes	(940) 321-7311
Overlook at Corsicana	Corinth	$70,000 - $100,000	Single Family	1300 - 1900	Choice Homes	(903) 654-1143
Wynstone At Oakmont Estates	Corinth	$150,000 - $225,000	Single Family	1769 - 3096	Pulte Homes	(940) 243-0423
Bellbrook Estates	Dallas	$1,500,000 - $2,500,000	Single Family	4000 - 5000	Sharif & Munir Enterprises	(214) 788-1234
Bruton Ridge/Everglade Park	Dallas	$100,000 - $150,000	Single Family	1391 - 1873	Pulte Homes	(214) 381-4539
Custom Home Builder	Dallas	$1,000,000 - $9,999,999	Single Family	3000 - 10000	Sharif & Munir Enterprises	(214) 788-1234
Heritage at Highpointe	Dallas	$100,000 - $175,000	Single Family	1600 - 2500	Choice Homes	(972) 299-9363
Lake Forest	Dallas	$1,000,000 - $3,000,000	Single Family	4000 - 6000	Sharif & Munir Enterprises	(972) 788-1234
Los Encinos	Dallas	$70,000 - $100,000	Single Family	1000 - 1500	Choice Homes	(214) 339-4434
McKellar Home Place	Dallas	$75,000 - $150,000	Single Family	1247 - 2000	Choice Homes	(972) 564-7591
Melody Ranch	Dallas	$100,000 - $125,000	Single Family	1489 - 2125	Choice Homes	(972) 636-2587
Parkway Place	Dallas	$100,000 - $150,000	Single Family	1000 - 3000	Choice Homes	(972) 299-6949
Red Bird Meadows	Dallas	$100,000 - $175,000	Single Family	1000 - 2500	Choice Homes	(972) 572-8818
Bent Creek Estates	Denton	$100,000 - $150,000	Single Family	1400 - 2722	Pulte Homes	(940) 243-5518
Chaucer Estates	Denton	$125,000 - $225,000	Single Family	1895 - 4009	Kimball Hill Homes - Dallas	(940) 272-4455
Glenview Estates	Denton	$125,000 - $225,000	Single Family	1661 - 4009	Kimball Hill Homes - Dallas	(940) 321-4123
Summit Oaks	Denton	$125,000 - $175,000	Single Family	1456 - 2022	Choice Homes	(940) 320-0002
The Vintage	Denton	$100,000 - $175,000	Single Family	1391 - 2133	Pulte Homes	(940) 243-5518
Williamsburg Square	Denton	$75,000 - $150,000	Single Family	1248 - 1866	Choice Homes	(940) 243-1111

Community Name	City	Price Range	Type of Homes	Square Feet	Builder	Phone
Mockingbird Hills Phase 2	Desoto	$100,000 - $175,000	Single Family	1200 - 2700	Choice Homes	(972) 274-4803
Bridlewood	Flower Mound	$550,000 - $650,000	Single Family	3529 - 4425	Toll Brothers	(972) 724-2525
Lantana	Flower Mound	$250,000 - $400,000	Single Family	2400 - 4525	Kimball Hill Homes - Dallas	(940) 728-0110
The Oaks of Wellington	Flower Mound	$325,000 - $450,000	Single Family	3136 - 4372	Toll Brothers	(972) 724-2525
Fairways	Frisco	$175,000 - $250,000	Single Family	1955 - 3077	Pulte Homes	(972) 668-5077
The Lakes of Preston Vineyards Villages	Frisco	$150,000 - $200,000	Single Family	1901 - 2137	Pulte Homes	(972) 668-5146
Duck Creek Estates	Garland	$125,000 - $200,000	Single Family	1500 - 2450	Choice Homes	(972) 240-6216
Rustic Oaks	Garland	$150,000 - $225,000	Single Family	1881 - 2783	Pulte Homes	(972) 226-0094
Shores of Wellington Villages	Garland	$125,000 - $275,000	Single Family	1725 - 3786	Centex Homes - Dallas	(972) 240-1200
Beaver Creek	Glenn Heights	$125,000 - $175,000	Single Family	1765 - 2110	Pulte Homes	(972) 299-9933
Hidden Creek	Grand Prairie	$150,000 - $225,000	Single Family	2019 - 3231	Pulte Homes	(972) 623-2159
Highlands of Heath	Heath	$200,000 - $300,000	Single Family	2224 - 2831	Pulte Homes	(972) 772-5705
Wellington Ridge Manor	Heath	$225,000 - $300,000	Single Family	2239 - 3393	Centex Homes - Dallas	(972) 240-1200
Fairview Farms	Krugerville	$100,000 - $175,000	Single Family	1500 - 2022	Choice Homes	(972) 965-3676
Ashmore	Lancaster	$125,000 - $225,000	Single Family	1895 - 4009	Kimball Hill Homes - Dallas	(972) 227-1919
Preston On The Lake	Lewisville	$20,000 - $60,000	Manufactured	900 - 1800	Clayton Homes	(800) 822-0633
Wellington North	Lewisville	$75,000 - $150,000	Single Family	1400 - 2300	Choice Homes	(972) 227-4779
Arbor Creek	Little Elm	$75,000 - $125,000	Villas	1037 - 1905	Choice Homes	(972) 292-3438
Lakewood Estates	Little Elm	$125,000 - $225,000	Single Family	1800 - 4009	Kimball Hill Homes - Dallas	(713) 647-4176
Marina Vista	Little Elm	$125,000 - $200,000	Single Family	1873 - 2103	Pulte Homes	(972) 712-5674
Mariners Point	Little Elm	$75,000 - $150,000	Single Family	1248 - 2000	Choice Homes	(972) 292-1616
Monarch Addition	Little Elm	$75,000 - $150,000	Townhomes	1200 - 1500	Choice Homes	(972) 227-4779
Stardust Ranch	Little Elm	$150,000 - $200,000	Single Family	1881 - 2523	Pulte Homes	(972) 292-2556
Enclave at Hidden Creek	McKinney	$125,000 - $200,000	Single Family	1567 - 2409	Centex Homes - Dallas	(214) 726-0595
Fountainview	McKinney	$175,000 - $200,000	Single Family	2343 - 2343	Pulte Homes	(972) 529-5189
The Gallery At Stonebridge	McKinney	$250,000 - $400,000	Single Family	2482 - 4525	Kimball Hill Homes - Dallas	(214) 726-9878
The Preserve at Mallard Lakes	McKinney	$325,000 - $500,000	Single Family	3445 - 4700	Toll Brothers	(972) 529-1500
Hunter's Ridge	Melissa	$100,000 - $175,000	Single Family	1449 - 2782	Pulte Homes	(972) 837-2533
Hillcrest Estates	Midlothian	$100,000 - $175,000	Single Family	1200 - 1700	Choice Homes	(972) 723-1388
Overlook Estates	Midlothian	$75,000 - $125,000	Single Family	1248 - 1600	Choice Homes	(972) 723-2227
Timber Brook West	Plano	$225,000 - $275,000	Single Family	1884 - 3391	Pulte Homes	(972) 516-4993
Remington Park	Ponder	$75,000 - $125,000	Single Family	1595 - 1767	Choice Homes	(940) 479-2775
Lost Creek Ranch	Roanoke	$75,000 - $125,000	Single Family	1156 - 1866	Choice Homes	(817) 745-0900
Lakeview Summit	Rockwall	$150,000 - $250,000	Single Family	1724 - 3295	Pulte Homes	(972) 772-0097

Community Name	City	Price Range	Type of Homes	Square Feet	Builder	Phone
Lynden Park Estates	Rockwall	$125,000 - $200,000	Single Family	1800 - 4300	Kimball Hill Homes - Dallas	(972) 771-4499
Quail Run Estates	Rockwall	$100,000 - $150,000	Single Family	1200 - 2500	Choice Homes	(972) 515-2500
Mariner's Cove	Rowlett	$125,000 - $225,000	Single Family	2035 - 4012	Kimball Hill Homes - Dallas	(972) 463-3141
Quail Ridge	Royse City	$75,000 - $125,000	Single Family	1044 - 2000	Choice Homes	(972) 636-2587
Rustic Meadows	Royse City	$75,000 - $150,000	Single Family	1300 - 1866	Choice Homes	(972) 636-7301
Sleepy Hollow	Royse City	$100,000 - $150,000	Single Family	1489 - 2128	Choice Homes	(972) 636-2587
Oakridge Estates	Seagoville	$125,000 - $175,000	Single Family	1762 - 2780	Pulte Homes	(972) 287-5558
Chesapeake Place	Southlake	$275,000 - $400,000	Single Family	2526 - 3794	Pulte Homes	(817) 748-0035
Southlake Woods	Southlake	$350,000 - $500,000	Single Family	3487 - 4425	Toll Brothers	(817) 424-4004
Windchase	Waxahachie	$75,000 - $150,000	Single Family	n/a	Choice Homes	(972) 938-1766
Lakeside Estates	Wylie	$125,000 - $200,000	Single Family	1525 - 2722	Pulte Homes	(972) 429-4850
Oak Meadow	Wylie	$100,000 - $175,000	Single Family	1400 - 2500	Choice Homes	(972) 442-2929
Twin Lakes	Wylie	$100,000 - $175,000	Single Family	1400 - 2500	Choice Homes	(972) 442-2929

APPENDIX THREE: KEY CONTACTS IN THE DALLAS AREA

The following are key contacts to help penetrate the Dallas market area. These are organized as follows:

- Distributors, Manufacturer's Representatives, Product Dealers, Wholesalers
- Builders, Developers, Contractors and Owners
- Associations
- Websites

We have not provided contact information for architects in the Dallas area for this report. The American Institute of Architects has a Chapter called the Texas Society of Architects/AIA with 7,000 members (architects and architectural interns). The Dallas Chapter reports 1,200 members. Contact information for these organizations is provided below.

Texas Society of Architects/AIA
816 Congress Avenue, Suite 970
Austin, Texas 78701-7386
Telephone: (512) 478-7386
Fax: (512) 478-0528
E-mail: txranger@texasarchitect.org

AIA Dallas
1444 Oaklawn Avenue Suite 600
Dallas, Texas 75207
Telephone: (214) 742-3242
Fax: (214) 742-3253
E-mail: cnewsom@dallasaia.org

1.0 DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS

The information provided in the following contact lists was gathered from the following sources:

Source		Website
American Builders Network		www.americanbuilders.com
Associated Builders and Contractors Membership List		www.abc.org
F.W. Dodge Market Analysis Group		www.fwdodge.com
Manufactured Housing Institute Membership		www.manufacturedhousing.org
National Building Materials Dealers Association (NBMDA)		www.nbmda.org
New Home Network		www.newhomenetwork.com
SmartPages Directory		www.smartpages.com
Super Pages Yellow Pages searches for:	• Flooring Materials • Floors Wood • Kitchen Cabinets & Equipment Household • Remodeling & Repairing Building Contractors • Siding Materials • Storm Doors & Windows • Tiles Flooring • Vinyl Floors	www.superpages.com
Yahoo! Yellow Pages searches for:	• Aluminum Siding • Building Center • Cedar Siding • Construction and Real Estate, Doors and Windows, Doors, Metal • Construction and Real Estate, Doors and Windows, Doors, Wholesalers • Construction and Real Estate, Doors and Windows, Doors, Wood • Construction and Real Estate, Doors and Windows,	http://yp.yahoo.com

Source		Website
	Windows, Wholesalers • Construction and Real Estate, Finishes, Flooring, Carpet, Supplies • Construction and Real Estate, Finishes, Flooring, Carpet, Wholesalers • Construction and Real Estate, Finishes, Tile, Manufacturers • Construction and Real Estate, General Contractors, Residential • Construction and Real Estate, Materials and Supplies, Linoleum Flooring • Construction and Real Estate, Thermal and Moisture Protection, Siding • General Contractors • Home and Garden, Construction Repair and Improvement, Lumber • Home Improvement Centers • Manufacturing & Industrial Supplies, Lumber and Wood Products, Cabinets • Manufacturing and Industrial Supplies, Apparel and Textiles, Textiles, Carpets and Rugs • Manufacturing and Industrial Supplies, Lumber and Wood Products, Windows and Doors • Real Estate, Home Builders • Siding Manufacturers • Steel Siding • Vinyl Siding	

1.1 CONTACT INFORMATION FOR LUMBER STORES AND HOME CENTRES

Company	Address	City	State	Zip	Telephone	Fax	Website/Email
Abibiman 2000	5914 Hunters View Lane	Dallas	TX	75232	(214) 376-3919		
Ace Hardware	525 East Hundley Drive	Lake Dallas	TX	75065	(940) 497-7080		www.acehardware.com
Ace Hardware	1013 South Goliad	Rockwall	TX	75087	(972) 771-2237		www.acehardware.com
Ace Hardware of Kaufman Inc	1200 South Washington	Kaufman	TX	75142	(972) 932-2787		www.acehardware.com
Ace Hardware Plus	201 Southwest Main	Ennis	TX	75119	(972) 875-2721		www.acehardware.com
Alunet Building Products Inc	151 Regal Row	Dallas	TX	75247	(972) 263-2995		
Architectural Carpentry Materials Inc	6025 Denton Drive	Dallas	TX	75235	(214) 350-1341		
Architectural Systems Inc.	4470 Spring Valley Road	Dallas	TX	75244	(972) 960-8726		
Associated Truss & Lumber Co	388 South Larkin Road	Sunnyvale	TX	75182	(972) 226-1973		
Athens Lumber and Supply Co (Ace Hardware)	505 North Prairieville	Athens	TX	75751	(903) 675-5137		www.acehardware.com
Bison Building Materials	3923 Carbon Road	Irving	TX	75038	(972) 594-8180		
Boise Cascade	3502 Regency Crest Drive	Garland	TX	75041	(214) 503-9434		
Bowie-Sims-Prange Inc	1400 East Crosby Road	Carrollton	TX	75006	(214) 245-2563		
Bradco Supply Corp	2300 East Pioneer Drive	Irving	TX	75061	(972) 953-0701		
Braders Ace Hardware	3100 Independence Parkway	Plano	TX	75075	(972) 596-2241		www.acehardware.com
Builders First Source Inc	2200 Ross Avenue Suite 4900W	Dallas	TX	75201	(214) 880-3500		
Building Specialties	2639 Lombardy Lane	Dallas	TX	75354	(214) 357-3933	(214) 352-0831	www.lwsuppy.com
Building Specialties	1400 Capital Avenue	Plano	TX	75074	(972) 578-7602	(972) 423-6198	www.lwsuppy.com
Carrollton Ace Hardware	2760 Trinity Mills Road	Carrollton	TX	75006	(972) 418-8000		www.acehardware.com
Cassity Jones Lumber & Home	202 East Belt Linie Road	Cedar Hill	TX	75104	(972) 291-9663		
Cemplank	2128 Teton	Carrollton	TX	75006	(972) 478-8822		
Choice Plywood & Lumber	837 East Highway 121	Lewisville	TX	75057	(972) 434-2838		
Clarus International Inc	3108 Pataula Lane	Plano	TX	75074	(972) 424-7728		
Coppell Ace Hardware	465 South Denton Tap	Coppell	TX	75019	(972) 462-8668		www.acehardware.com
County Building Center	125 Bolivar Street	Sanger	TX	76266	(940) 458-5300		www.doitbestcorp.com
Craddock Lumber	5422 Harry Hines Boulevard	Dallas	TX	75235	(214) 631-5200		
Custom Forest Products	400 Union Bower Court	Irving	TX	75061	(972) 438-8684		
D J's Ace Hardware	1348 West Main Street	Lewisville	TX	75067	(972) 436-6551		www.acehardware.com
Dal Ford Supply	1119 Singleton Boulevard	Dallas	TX	75212	(214) 748-2424		

Company	Address	City	State	Zip	Telephone	Fax	Website/Email
Dallas North Builders Hardware	6709 Levelland Road	Dallas	TX	75252	(972) 248-0645		
Davis-Hawn Lumber Co (Ace Hardware)	1941 South Beckley Avenue	Dallas	TX	75224	(214) 946-8123		www.acehardware.com
Day's Ace Hardware	618 West University	Denton	TX	76201	(940) 566-1666		www.acehardware.com
Deford Lumber Co Ltd (Ace Hardware)	1018 North Duncanville Road	Duncanville	TX	75138	(972) 298-7121		www.acehardware.com
De-Ro Products Inc.	11419 Ferrell Drive	Dallas	TX	75234	(972) 869-0431		
Don's Building Supply Inc	2327 Langford Street	Dallas	TX	75208	(214) 742-3045		
Duo Fast Texas	101 Holfords Prairie Road Suite 102	Lewisville	TX	75056	(972) 394-4048		
Economy Sales Co (Ace Hardware)	6428 Wesley Street	Greenville	TX	75401	(903) 454-0951		www.acehardware.com
Elliotts Hardware Inc	2049 Coit Road	Plano	TX	75075	(972) 312-0700		www.doitbestcorp.com
Foxworth-Galbraith Building Materials Center	1109 South Main Street	Carrollton	TX	75006	(972) 242-3774	(972) 242-5286	www.foxgal.com
Foxworth-Galbraith Building Materials Center	100 North Loop 288	Denton	TX	76209	(940) 484-5459	(940) 484-5400	www.foxgal.com
Foxworth-Galbraith Building Materials Center	4600 Highway 121	McKinney	TX	75069	(972) 542-0254	(972) 548-8283	www.foxgal.com
Foxworth-Galbraith Building Materials Center	224 North Central Boulevard	Red Oak	TX	75154	(972) 617-7777	(972) 617-7778	www.foxgal.com
Foxworth-Galbraith Building Materials Center	4817 Rowlett Road	Rowlett	TX	75088	(972) 475-7782	(972) 412-0363	www.foxgal.com
Grand Prairie Ace Hardware	222 South Center Street	Grand Prairie	TX	75051	(972) 262-4665		www.acehardware.com
Groom & Son Hardware & Lumber	1310 South 3rd Street	Mabank	TX	75147	(903) 887-7581		www.doitbestcorp.com
Home Depot	373 East FM 1382	Cedar Hill	TX	75104	(972) 299-9390		www.homedepot.com
Home Depot	11468 Grissom Lane	Dallas	TX	75229	(972) 484-7077		www.homedepot.com
Home Depot	1975 West Northwest Highway	Dallas	TX	75220	(972) 869-0330		www.homedepot.com
Home Depot	2200 North Stemmons Freeway	Dallas	TX	75207	(214) 752-5967		www.homedepot.com
Home Depot	6110 Lemmon Avenue	Dallas	TX	75209	(214) 654-9939		www.homedepot.com
Home Depot	8050 Forest Lane	Dallas	TX	75243	(214) 341-5648		www.homedepot.com
Home Depot	701 Fort Worth Drive	Denton	TX	76201	(940) 320-1882		www.homedepot.com
Home Depot	1151 Bridgewood Drive	Fort Worth	TX	76112	(817) 496-3212		www.homedepot.com
Home Depot	133 Sycamore School Road	Fort Worth	TX	76134	(817) 293-0343		www.homedepot.com
Home Depot	4850 Southwest Loop 820	Fort Worth	TX	76109	(817) 737-9220		www.homedepot.com
Home Depot	2140 North Jupiter Road	Garland	TX	75044	(972) 496-5292		www.homedepot.com
Home Depot	3261 North State Highway 190	Garland	TX	75040	(972) 530-9961		www.homedepot.com
Home Depot	3855 South Carrier Parkway	Grand Prairie	TX	75052	(972) 237-0025		www.homedepot.com
Home Depot	3200 West Irving Boulevard	Irving	TX	75061	(972) 986-3400		www.homedepot.com

Company	Address	City	State	Zip	Telephone	Fax	Website/Email
Home Depot	8555 Home Depot Drive	Irving	TX	75063	(972) 444-6400		www.homedepot.com
Home Depot	901 North Stemmons Freeway	Lewisville	TX	75067	(972) 436-1398		www.homedepot.com
Home Depot	1330 North Town East Boulevard	Mesquite	TX	75150	(972) 681-9200		www.homedepot.com
Home Depot	1224 North Central Expressway	Plano	TX	75074	(972) 423-7011		www.homedepot.com
Home Depot	4600 Highway 121	Plano	TX	75024	(972) 377-3613		www.homedepot.com
Home Depot	5321 Highway 121	The Colony	TX	75056	(469) 384-3715		www.homedepot.com
Home Depot	2901 West Wheatland Road	Dallas	TX	75237	(972) 709-3063		www.homedepot.com
Home Depot	6200 West Park Boulevard	Plano	TX	75093	(972) 735-9333		www.homedepot.com
Hope Lumber & Supply	2950 West Miller Road	Garland	TX	75041	(972) 926-1687		www.hopelmbr.com
Hope Lumber & Supply	535 South Mill Street	Lewisville	TX	75057	(972) 436-6552		www.hopelmbr.com
Ivey Lumber Sales Inc. (Ace Hardware)	10230 Plano Road	Dallas	TX	75238	(214) 341-6570		www.acehardware.com
Keeny Enterprises	7502 Fair Oaks Avenue Suite 2196	Dallas	TX	75231	(214) 221-8192		
Kimrey Co	6920 C F Hawn Freeway	Dallas	TX	75217	(214) 391-3111		
King Supply Company Inc	9611 East I 30	Dallas	TX	75228	(214) 388-9834		
Lone Star Construction Products	460 South Belt Line Road Suite 420	Irving	TX	75060	(972) 953-0444		
Longhorn Building Materials	4025 Mint Way	Dallas	TX	75237	(972) 263-3031		
Lowes Home Improvement	11920 Inwood Road	Dallas	TX	75244	(972) 503-6690		www.lowes.com
Lowes Home Improvement	19210 Preston Road	Dallas	TX	75252	(972) 769-0343		www.lowes.com
Lowes Home Improvement	8520 South Hampton Road	Dallas	TX	75232	(972) 228-2880		www.lowes.com
Lowes Home Improvement	1831 South Loop 288	Denton	TX	76205	(940) 320-1938		www.lowes.com
Lowes Home Improvement	2949 North President George Bush	Garland	TX	75040	(972) 496-5600		www.lowes.com
Lowes Home Improvement	4444 North Galloway Ave	Mesquite	TX	75150	(972) 613-6204		www.lowes.com
Lowes Home Improvement	5001 North Central Expressway	Plano	TX	75023	(972) 633-0424		www.lowes.com
McGinty's Hardware and Lumber (Ace Hardware)	200 North Delphine	Terrell	TX	75160	(972) 563-5312		www.acehardware.com
McRae Paint & Hardware (Ace Hardware)	1232 South Hampton	Dallas	TX	75208	(214) 339-7105		www.acehardware.com
Melbar	2030 Century Center Boulevard	Irving	TX	75062	(972) 870-5515		
Mesquite Ace Hardware	4413 Gusthomason	Mesquite	TX	75150	(972) 681-4418		www.acehardware.com
Miller Hardware	108 Dobbs Street	Chandler	TX	75758	(903) 849-6116		www.doitbestcorp.com
Moores Ace Hardware	507 Highway 77 North	Waxahachie	TX	75165	(972) 937-2420		www.acehardware.com
Mountain Creek Lumber Co	224 South Charles Street	Lewisville	TX	75057	(972) 434-6252		
Murco Wall Products Inc	1825 East Main Street	Grand Prairie	TX	75050	(972) 264-8633		
National Builders Supply	11330 Luna Road	Dallas	TX	75229	(972) 869-1736		

Company	Address	City	State	Zip	Telephone	Fax	Website/Email
ODL Inc	12921 Valley Branch Lane	Dallas	TX	75234	(972) 484-2350		
Oldham Lumber Co	927 South Haskell Avenue	Dallas	TX	75223	(214) 821-5194		
Paxton Woodcrafter's Store	2760 North Great Southwest Parkway	Grand Prairie	TX	75050	(972) 602-1225		
Phillips Lumber Co Inc	104 South Broad Street	Cedar Hill	TX	75104	(972) 291-7121		www.phillips.doitbest.com
Phillips Lumber Co Inc	136 North Murphy Road	Murphy	TX	75074	(972) 291-7121		www.phillips.doitbest.com
Pilot Point Hardware (Ace Hardware)	316 Highway 377 South	Pilot Point	TX	76258	(940) 686-5311		www.acehardware.com
Pioneer Building Materials	6526 Lake June Road	Dallas	TX	75217	(214) 748-1741		
R E Sales	6105 Baymar Lane	Dallas	TX	75252	(972) 248-7289		
Red Oak Ace Hardware	138 Ovilla Road	Red Oak	TX	75154	(972) 617-8880		www.acehardware.com
Reliant Building Products	2075 McDaniel Drive	Dallas	TX	75212	(972) 484-3669		
Resouce Building Materials	106 Regal Row	Dallas	TX	75247	(214) 631-0991		
Reynco Supply	205 East Front Street	Eustace	TX	75124	(903) 425-4431		www.doitbestcorp.com
Rowlett Architectural Products Inc.	2501 North Highway 175	Seagoville	TX	75159	(972) 287-3010		
RSR Trusses	136 East College Street	Lewisville	TX	75057	(972) 221-7553		
Shamburger Building Centers Inc	4463 Greenville Avenue	Dallas	TX	75206	(214) 363-1111		
Southside Ace Hardware Inc	407 East Highway 303	Grand Prairie	TX	75051	(972) 642-2488		www.acehardware.com
Spec Building Materials	10305 Gardner Road	Dallas	TX	75220	(972) 501-0453		
Spencer Design Group	2121 North Akard Street	Dallas	TX	75201	(214) 754-5600	(214) 754-5650	
Stantco Inc	10912 Sanden Drive	Dallas	TX	75238	(214) 349-6300		
Superior Building Supply	900 Singleton Boulevard	Dallas	TX	75212	(214) 747-3001		
Swain Building Materials	902 North Mill Street	Lewisville	TX	75057	(972) 221-7632		
Texas Plywood & Lumber Co	2590 114th Street Unit 100	Grand Prairie	TX	75050	(817) 265-9663		
Turner Hardware Inc (Ace Hardware)	140 Farmers Branch	Dallas	TX	75234	(872) 243-4329		www.acehardware.com
Weatherization Systems Inc	6025 Commerce Drive	Irving	TX	75063	(972) 550-0225		
Westlake Ace Hardware	10031 Marsh Lane	Dallas	TX	75229	(214) 902-1997		www.acehardware.com
Westlake Ace Hardware	324 East Beltline	DeSoto	TX	75115	(972) 274-1133		www.acehardware.com
Wolfe City Lumber and Ace Hardware	111 Williams	Wolfe City	TX	75496	(903) 496-7321		www.acehardware.com
Worldhome Industries Inc	3162 Miller Park North	Garland	TX	75042	(972) 494-4885		

1.2 Contact Information for Distributors, Manufacturers' Representatives, Product Dealers, Wholesalers for Cabinetry

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Ace Countertops	Rm	10911 Dennis Rd	Dallas	TX	75229	(972) 241-8113		
Alden Cabinetry	Rm	614 Vernet St	Richardson	TX	75080	(972) 907-9166		
Alderton Hard Surfaces	Rm	3902 Melcer Dr Ste 204	Rowlett	TX	75088	(972) 412-2644		
Alexander Wholesale Co.	Wh	7403 S Central Expy	Dallas	TX	75216	(214) 372-2431		
Alexander's Utility Cabinets	Rm	1438 Shorehaven Dr	Garland	TX	75040	(972) 272-0168		
Al's Custom Wood Products	Rm	11453 Newkirk St	Dallas	TX	75229	(972) 247-0160		
Amcraft	Rm	1225 W College Ave #616	Carrollton	TX	75006	(972) 323-7338		
American Woodmark Corp	Rm	3101 Skyway Cir N	Irving	TX	75038	(972) 953-1030		
Apples To Zucchini Inc	Rm	5831 Boca Raton Dr	Dallas	TX	75230	(214) 923-8421		
Aristokraft Kitchen & Bath Cabinet Center	Ds	2975 Red Hawk Dr	Grand Prairie	TX	75052	(972) 641-8838		
Barnett & McKee Custom Cabinets	Rm	817 S Mill St # D104	Lewisville	TX	75057	(972) 436-5426		
Bednorz Colt	Rm	Conflans 3649	Garland	TX	75040	(972) 313-0087		
Beethoven Timber Inc	Ds	319 W Trinity St	Forney	TX	75126	(972) 345-7713		
Best Craft Cabinets	Rm	1305 Summit Ave	Plano	TX	75074	(972) 516-9292		
Best Interiors & Design	Rm	3101 Acoca St	Dallas	TX	75228	(972) 681-4715		
Best Marketing Inc	Mr	2311 Elda Street	Bradbury	CA	91010	(626) 359-7579	(626) 358-6840	www.plumbingnet.com best
Better Shelf Co	Rm	1413 Lorraine Dr	Plano	TX	75074	(972) 578-1760		
Boyd & Co	Mr	302 Bahama Court PO Box 2279	Granbury	TX	76048-9998	(817) 573-7600	(817) 573-0415	boydbahama@aol.com
Brownco Construction	Rm	932 Carney Dr	Garland	TX	75041	(972) 840-8841		
BRS Systems	Rm	333 N Kirby St	Garland	TX	75042	(972) 276-3003		
Bruce Cabinets Div	Ds	16803 Dallas Pkwy	Addison	TX	75001	(972) 931-3000		
Burke Custom Cabinets	Rm	5618 Rowlett Rd	Rowlett	TX	75089	(972) 475-7588		
C & M Manufacturing & Service	Fb	810 S Hampton Rd	Desoto	TX	75115	(972) 230-1630		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
C J's Cabinets	Rm	432 Southfork Dr	Lewisville	TX	75057	(972) 436-5021		
Cabinet Distributors Inc	Ds	3004 Irving Boulevard	Dallas	TX	75247	(214) 637-5514		
Cabinet Door Company Of Texas Inc	Fb	725 E Main St	Lancaster	TX	75146	(972) 227-2160		
Cabinet Masters	Rm	4230 Lake Shore Drive	Lewisville	TX	75067	(903) 784-0462		
Cabinet Refacing	Rm	1303 S Alexander Ave	Duncanville	TX	75137	(972) 298-4700		
Cabinetmasters	Rm	5400 East Mockingbird Lane	Dallas	TX	75206	(214) 821-6200		
Campbell's Cabinet Inc	Rm	6404 Industrial Dr	Garland	TX	75048	(972) 495-9142		
Canac Kitchens U S Limited	Ds	1405 Turtle Creek Blvd	Dallas	TX	75207	(214) 761-1179		
Cash's Custom Cabinets	Rm	6518 Industrial Dr #1	Garland	TX	75048	(972) 495-0891		
Collins Cabinets	Rm	1214 Crest Lane Dr	Duncanville	TX	75137	(972) 298-2573		
Contemporary Custom Cabinets	Rm	10623 Doric St	Dallas	TX	75220	(214) 904-9500		
Continental Cabinets	Rm	3334 N Beckley St	Lancaster	TX	75134	(972) 228-4262		
Continental Cabinets Inc	Rm	3250 Shasta Dr	Lancaster	TX	75134	(972) 224-8216		
Craft Of Wood Fantasia	Rm	806 Dalworth Dr # H	Mesquite	TX	75149	(972) 329-0599		
Create A Space	Rm	7602 Nassau Dr	Rowlett	TX	75089	(972) 412-1691		
Cubic Custom Cabinets	Rm	1000 Post N Paddock St #307	Grand Prairie	TX	75050	(972) 647-4090		
Custom Built Specialties	Rm	11507 Harry Hines Blvd	Dallas	TX	75229	(972) 241-4389		
Designing Cabinet Doors	Rm	508 E Pleasant Run Rd	Lancaster	TX	75146	(972) 218-7600		
Door Shop	Rm	5150 Boyd Blvd	Rowlett	TX	75088	(972) 412-0335		
EDCO Supply	Ds	424 E Main St Ste 205	Lewisville	TX	75057	(972) 221-4889		
Ellis Manufacturing Co	Fb	2606 Aviation Pkwy #B	Grand Prairie	TX	75052	(972) 647-2338		
Excellent Cabinets & Interiors	Rm	3617 Dividend	Richardson	TX	75081	(972) 276-3690		
Furniture Crafters	Rm	11455 Newkirk St # 1402	Dallas	TX	75229	(972) 247-9086		
Garland Custom Cabinets	Rm	1128 N 1st St	Garland	TX	75040	(972) 272-7776		
Gary Brown Cabinetry	Rm	4300 Forney Rd	Mesquite	TX	75149	(972) 329-4300		
Gedney Corp	Ds	10944 Grissom Ln	Dallas	TX	75229	(972) 243-7611		
Gelco Specialties Inc	Ds	705 Cooper Dr #4	Wylie	TX	75098	(972) 442-6691		
GNC Trading Corp	Ds	2820 Century St	Dallas	TX	75220	(214) 351-6067		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Appendix Three: Key Contacts in The Dallas Area

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Goodall Distributors Inc	Ds	11033 Indian Trl	Dallas	TX	75229	(972) 243-3474		
Harman C Originals	Rm	9845 Kingsman Dr	Dallas	TX	75228	(214) 328-4424		
Hartsfield-Pierce Cabinet Co.	Rm	4010 Forney Rd	Mesquite	TX	75149	(972) 288-5487		
Highline Design & Manufacturing	Fb	2630 Northaven Rd # 114	Dallas	TX	75229	(972) 243-7446		
Hoosier Kitchen Cabinets	Rm	605 Glen Canyon Dr	Garland	TX	75040	(972) 495-2984		
ICS Kitchen Designs	Rm	106 N MacArthur	Irving	TX	75061	(972) 253-1295		
Innovative Millwork Systems	Fb	11319 Tantor Rd # A	Dallas	TX	75229	(972) 869-9892		
Interior Fixture	Rm	3714 Big A Rd	Rowlett	TX	75089	(972) 412-9773		
International Granite & Marble	Ds	5052 Sharp St	Dallas	TX	75247	(214) 631-2202		
J & L Cabinets	Rm	209 Johnson St	Seagoville	TX	75159	(972) 287-4388		
J & P Construction	Rm	1710 W Freeway St	Grand Prairie	TX	75051	(972) 660-2021		
J & T Cabinet Shop	Fb	635 N Ballard Ave	Wylie	TX	75098	(972) 442-5659		
J H Construction	Rm	12153 Currency Cir	Forney	TX	75126	(972) 564-0018		
J R Woodworks	Rm	218 Bronze St	Garland	TX	75042	(972) 494-0709		
Jackson Cabinet & Fixture	Rm	3215 Canton St	Dallas	TX	75226	(214) 742-4218		
K Rad Enterprise Inc	Rm	11550 Plano Rd Ste 230	Dallas	TX	75243	(214) 212-2732		
Kitchen Cabinets	Rm	2330 N W Dallas St	Grand Prairie	TX	75050	(972) 988-0721		
Kitchen Distributors of America	Ds	6322 Gaston Ave	Dallas	TX	75214	(214) 827-9437		
Kitchen Savers	Ds	1090 Switzer Av	Dallas	TX	75238	(214) 503-8384		
Kitchen Solvers	Rm	4120 Cobblers Lane	Dallas	TX	75287	(972) 713-8100		
Kitchens & More	Rm	13617 Inwood Rd	Dallas	TX	75244	(972) 681-5210		
Kitchens Kitchens Inc	Ds	4018 Oak Lawn Ave	Dallas	TX	75219	(214) 559-0367		
Lakewood Custom Cabinetry	Fb	8050 Forney Rd	Dallas	TX	75227	(214) 388-4639		
Lamin Archie	Rm	1205 Summit Ave	Plano	TX	75074	(972) 424-0402		
Lintner Woodworks	Fb	10860 Switzer Ave Ste 102	Dallas	TX	75238	(214) 349-4631		
Logan Construction	Rm	1305 Summit Ave	Plano	TX	75074	(972) 516-0571		
Lu's Woodwork Inc	Rm	311 Texas St	Dallas	TX	75204	(972) 289-1322		
Lutz Woodworks Llc	Fb	700 Parker Rd	Wylie	TX	75098	(972) 442-0403		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
M Cabinet Shop	Ds	837-W Davis St	Dallas	TX	75208	(214) 941-9068		
Malone Cabinetry & Millwork	Ds	222 Range Dr # A	Garland	TX	75040	(972) 494-5090		
Marcellus Brothers Millwork	Ds	523 N Main St	Irving	TX	75061	(972) 254-2899		
Merillat Industries Inc	Fb	4550 McEwen Rd	Dallas	TX	75244	(972) 233-4524		
MGA Inc	Rm	2841 Pierce St	Dallas	TX	75233	(214) 467-4444		
Miami Millwork	Ds	11530 Chairman Dr	Dallas	TX	75243	(214) 553-5715		
Morales Cabinet Shop	Ds	915 Seale St	Dallas	TX	75208	(214) 747-1707		
Morgan Cabinetry Corp	Fb	2775 W Kingsley Rd	Garland	TX	75041	(972) 487-6986		
Morrow Cabinets Inc	Rm	136 E College St	Lewisville	TX	75057	(972) 221-7551		
New Surface	Rm	1185 Rowlett Rd	Garland	TX	75043	(972) 913-2497		
Normac Kitchens Inc	Ds	3242 Garden Brook Dr	Farmers Branch	TX	75234	(972) 243-8870		
North Dallas Custom Woodworking	Rm	2514 Tarpley Rd	Carrollton	TX	75006	(972) 418-1391		
Nu Kitchens	Rm	6780 Abrams Road Suite 103-259	Dallas	TX	75231	(972) 928-2263		
OBH Associates LLC	Mr	2657 Gravel Drive Unit 1	Fort Worth	TX	76118	(817) 595-0041	(817) 590-9544	www.obhassociates.com
Original Wood Designs	Ds	11455 Newkirk St # 1410	Dallas	TX	75229	(972) 241-1505		
Oxford House Wyatt	Rm	10505 Wyatt St	Dallas	TX	75218	(214) 321-8791		
P And T Manufacturing Co Inc	Fb	400 Lancaster Hutchins Rd	Hutchins	TX	75141	(972) 225-6250		
Pablo's Carpentry Shop	Rm	11849 S Profit Row	Forney	TX	75126	(972) 552-9753		
Perkins Cabinets	Fb	11455 Newkirk St # 1403	Dallas	TX	75229	(972) 247-7334		
Phase III Mfg Inc	Fb	11848 N Profit Row	Forney	TX	75126	(972) 564-4167		
Phoenix Millwork	Fb	6020 Split Trail Rd	Plano	TX	75074	(972) 881-2170		
Precision Woodworks	Rm	417 N Briery Rd	Irving	TX	75061	(972) 790-8831		
Pritchard Woodworks	Rm	706 E Red Bird Ln Ste 119	Duncanville	TX	75116	(972) 296-1849		
Professional Installation Network	Rm	1830 W Airfield Dr D-Fw Airport	Garland	TX	75040	(972) 574-6746		
Purcell Cabinetry & Furniture	Rm	3324 Dilido Rd	Dallas	TX	75228	(214) 328-8550		
Quality Cabinets Inc	Rm	515 Big Stone Gap Rd	Duncanville	TX	75137	(972) 298-4975		
Quality Cabinets Inc	Rm	903 Apollo Ave	Duncanville	TX	75137	(817) 338-1361		

Role Descriptions

Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Quality Custom Cabinets & Fixture	Rm	3600 Conflans Rd	Garland	TX	75040	(972) 790-2646		
R & M Woodworking	Fb	6312 Industrial Dr	Garland	TX	75048	(972) 530-9780		
R & R Custom Cabinets Inc	Rm	14805 Venture Dr	Dallas	TX	75234	(972) 247-4697		
R & R Millwork	Fb	12045 Currency Cir	Forney	TX	75126	(972) 564-9128		
R Triplett Construction Co	Rm	802 S Haskell Ave	Dallas	TX	75223	(214) 823-2830		
Redstone Kitchen & Baths	Ds	4630 Alpha Rd	Dallas	TX	75244	(972) 960-2403		
Republic Cabinet Outlet	Ds	11074 North Stemmons Freeway	Dallas	TX	75229	(972) 484-8899		
RGR Wood Designs	Fb	1719 Peters Rd	Irving	TX	75061	(972) 870-0733		
Rick Dodd Enterprises	Rm	8924 S Polk St	Dallas	TX	75232	(972) 228-1315		
Rose David	Ds	11111 Ables Ln	Dallas	TX	75229	(972) 488-8402		
S & N Enterprises	Rm	4940 Gordon Smith Dr	Rowlett	TX	75088	(972) 463-4025		
Saliente Design Intl	Rm	1620 State Highway 121 Ste C	Lewisville	TX	75056	(972) 939-0036		
SieMatic Corp	Ds	1621 Oak Lawn Ave # C	Dallas	TX	75207	(214) 741-3284		
Signature Designs Inc	Rm	2777 Irving Blvd	Dallas	TX	75207	(214) 688-1966		
Single Source	Ds	10923 Indian Trl	Dallas	TX	75229	(972) 484-8980		
South Cabinet Co	Rm	300 W Kimbrough St	Mesquite	TX	75149	(214) 329-4711		
Southern Hardwood & Mill Work	Fb	1722 S Harwood St	Dallas	TX	75215	(214) 421-4185		
Southland Cabinets	Rm	585 C R 4106	Crandall	TX	75114	(972) 427-6711		
Southwest Woodcrafters Inc	Rm	3412 E Illinois Ave	Dallas	TX	75216	(214) 376-4395		
Stan Tashman & Associates Inc	Mr	1537 14th Street	Santa Monica	CA	90404	(310) 451-9922	(310) 393-1297	sta@tashman.com
Style Craft Cabinets	Rm	10909 Indian Trl	Dallas	TX	75229	(972) 241-0234		
Superior Custom Cabinet Co	Rm	614 N 1st St	Garland	TX	75040	(972) 494-1502		
T C Mill Works	Fb	122 S Currency Cir	Forney	TX	75126	(972) 564-2505		
Techwood Design Co	Rm	4653 Mint Way	Dallas	TX	75236	(214) 330-3717		
Temple Cabinet	Rm	610 E 2nd St	Lancaster	TX	75146	(972) 218-5604		
Texas Cabinet Co.	Rm	4078 Shilling Way	Dallas	TX	75237	(214) 333-9300		
Texas Woodsmith	Rm	2261 Crown Rd # 108	Dallas	TX	75229	(972) 247-2213		
Trim Line Inc	Fb	817 S Mill St # 106	Lewisville	TX	75057	(972) 353-8470		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
U S Remodelers Inc	Rm	3214 Belt Line Rd	Dallas	TX	75234	(972) 484-3811		
Unique Design Corp	Rm	1505 S Jupiter Rd	Garland	TX	75042	(972) 276-0749		
Walden Cabinets	Rm	4118 Miller Park Dr	Garland	TX	75042	(972) 272-1106		
Wellington Lauderdale	Rm	1410 N Duncanville Rd	Desoto	TX	75115	(972) 296-8626		
Westex Distributors	Ds	2590 114th St	Grand Prairie	TX	75050	(972) 975-0010		
Wil-Tek Enterprises	Rm	731 S Sherman St	Richardson	TX	75081	(972) 470-0711		
Woodcrafters	Rm	1027 Allen St	Irving	TX	75060	(972) 438-1717		
Zee Manufacturing Company	Fb	3225 Garden Brook Dr	Dallas	TX	75234	(972) 247-3811		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

1.3 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR DOORS AND WINDOWS

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
A & T Builders	Rm	10845 Jupiter Rd	Dallas	TX	75218	(214) 324-3837		
A-1 Building & Remodeling	Rm	714 Profit Drive	Garland	TX	75040	(972) 276-6672		
AAA Custom Windows	Rm	206 Abrams Forest Shp Ctr	Dallas	TX	75243	(214) 340-0078		
ABCO Glass	Rm	1202 South Hampton Road	Dallas	TX	75208	(214) 331-0930		
Ace Door & Repair	Rm	400 East Pioneer Drive	Irving	TX	75061	(972) 438-2496		
Adame Windows & Doors	Rm	103 West 9th Street	Dallas	TX	75208	(214) 942-2254		
Advanced Doorlite Systems	Ds	PO Box 261092	Plano	TX	75026	(972) 491-1841		
Affordable Glass & Mirror	Rm	9423 Cotton Valley Road	Dallas	TX	75232	(972) 228-1771		
All City Glass Hancock Windows	Rm	2627 Cooper Ste C 21	Irving	TX	75038	(972) 313-0111		
All Season Products & Service	Rm	6215 Royal Lane	Dallas	TX	75230	(214) 363-1190		
Allied Building Products Corp	Ds	227 S Town East Blvd	Mesquite	TX	75149	(972) 285-8811		
Allied Siding & Window of Dallas	Rm	11463 Drummond Drive	Dallas	TX	75228	(972) 270-7070		
All-Pro Siding & Windows	Rm	3540 Irving Boulevard	Dallas	TX	75247	(214) 951-8100		
Allstate Homecraft Roofing & Construction	Rm	5641 Yale Boulevard	Dallas	TX	75206	(214) 824-0767		
Aluma-Craft Corp	Fb	8605 Sovereign Row	Dallas	TX	75247	(214) 689-1970		
Amerimax Building Products	Fb	700 S 2nd Ave	Mansfield	TX	76063	(817) 477-3606		
Architectural Carpentry Materials	Ds	6025 Denton Drive	Dallas	TX	75235	(214) 350-1341		
Architectural Systems Inc	Mr	4470 Spring Valley Road	Dallas	TX	75244	(972) 960-8726	(972) 960-9969	www.architecturalsystems.org
Atrium Co Inc	Ds	1341 W Mockingbird Ln Ste 1200 W	Dallas	TX	75247	(214) 630-5757		
B & B Glass	Ds	1452 Halsey Way Ste 106	Carrollton	TX	75007	(972) 242-3324		
B & D Windows	Ds	7842 Dasch St	Dallas	TX	75217	(214) 391-8475		
B & R Builders	Rm	11436 Reeder Rd	Dallas	TX	75229	(972) 241-9000		
Baker Metal Products Inc	Fb	11140 Zodiac Ln	Dallas	TX	75229	(972) 241-3553		
Bee Builders Supply	Ds	1300 Capital Ave	Plano	TX	75074	(972) 422-4960		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Best Glass	Rm	3413 Herring Ave	Irving	TX	75061	(972) 313-9191		
Better Living Remodeling	Rm	3322 Garden Brook Dr	Farmers Branch	TX	75234	(972) 484-3700	(972) 484-3477	
Bi-Glass Systems - North Texas	Rm	PO Box 595520	Dallas	TX	75359	(214) 827-7707		
Bradley Marketing Inc	Mr	PO Box 21171	Denver	CO	80221	(303) 420-4933	(303) 420-5364	bradleymarketing@qwest.net
Breez-Lite Awning Co	Ds	8940 Garland Rd	Dallas	TX	75218	(214) 321-2626		
Burris & Associates	Rm	1208 Viceroy Dr	Dallas	TX	75247	(214) 638-6525		
CECO Door Products	Ds	2855 Marquis Dr	Garland	TX	75042	(972) 272-0271		
Classic Openings	Rm	3500 Kim Dr	Irving	TX	75061	(972) 986-9600		
Clint Wallis Inc	Mr	PO Box 860005	Plano	TX	75086-0005	(972) 312-9407	(972) 312-9290	www.clintwallisinc.com
Cox Creative Millwork	Rm	114 Julian St	Dallas	TX	75203	(214) 948-3541		
Custom Craft Window Co	Rm	1441 South Fitzhugh Ave	Dallas	TX	75223	(214) 823-2362		
Dallas Window & Glass Inc	Ds	411 Industrial Dr	Richardson	TX	75081	(972) 690-8088		
Danny's Remodeling	Rm	1202 1/2 Bandera Lane	Garland	TX	75040	(972) 494-2016		
Danvid Window Co	Ds	1813 Kelly Blvd	Carrollton	TX	75006	(972) 416-8140		
Don Young Company	Rm	1244 Round Table Drive	Dallas	TX	75247	(214) 630-0934		
Donco Aluminum Products	Wholesaler	11330 Luna Rd	Dallas	TX	75229	(972) 869-1735		
Don's & Son Siding & Windows	Rm	2607 N Highway 175	Seagoville	TX	75159	(972) 287-1401		
Draco Aluminum Inc	Rm	5418 Saint Charles Ave	Dallas	TX	75223	(214) 823-8666		
Dynamo Home Improvement	Rm	1810 White Oak Dr	Garland	TX	75040	(972) 276-0907		
Energy Controllers Inc	Rm	11029 Shady Trail	Dallas	TX	75229	(214) 351-6611		
Ford Patio Co	Rm	PO Box 262039	Plano	TX	75026	(972) 424-1214		
Freds Screens	Rm	622 South Westmoreland Rd	Dallas	TX	75211	(214) 698-9211		
Gary's Home Repair	Rm	3122 Meadowood	Plano	TX	75025	(972) 530-2686		
Gilberts Home Improvements	Rm	5714 Drexel Drive	Garland	TX	75043	(214) 697-5406		
Glasshouse	Rm	13021 Coit Road	Dallas	TX	75240	(972) 458-0945		
Glazing DFW	Fb	2075 McDaniel Dr Ste 100	Carrollton	TX	75006	(972) 484-3669		
Grand Entrances	Rm	3941 Legacy Ste 204-304	Plano	TX	75023	(972) 491-5482		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Grand Openings	Rm	1000 Spinks Rd	Flower Mound	TX	75028	(972) 539-2674		
Great Western Sales Inc	Mr	2701 West Detroit Street	Broken Arrow	OK	74012	(918) 258-5526	(918) 258-5526	
H & R Windows	Ds	959 Profit Drive	Dallas	TX	75247	(214) 630-0847		
Harris & Gee Millwork Sales	Mr	2732 Lighthouse Drive	Nassau Bay	TX	77058-4318	(281) 333-2011	(281) 333-2063	ultratri@flash.net
High Rise Windows Inc	Rm	425 West Mockingbird Lane	Dallas	TX	75247	(214) 630-3999		
Home Exteriors Inc	Rm	2320 Merrell Road	Dallas	TX	75229	(972) 243-1591		
Home Improvement Network - I.T.S. Group	Rm	4709 State Highway 121 Ste 132-137	The Colony	TX	75221	(972) 713-7063	(972) 370-0081	
Hope Lumber & Supply Door Div	Ds	2610 W Miller Rd	Garland	TX	75041	(972) 278-0513		
Horrall Sales Inc	Mr	5733 West Washington Street	Phoenix	AZ	85043-3648	(602) 233-2828	(602) 233-9080	www.horrallsales.com
Independent Door Company Inc	Ds	525 North 5th St	Garland	TX	75040	(972) 487-0511		
J & M Glass Company Incorporated	Ds	1201 Empire Central	Dallas	TX	75247	(214) 630-5885	(214) 905-3805	
J & S Siding & Windows	Rm	3121 Shadow Wood Dr	Dallas	TX	75224	(214) 330-4900		
J and W Glass Services	Rm	12343 E Northwest Hwy	Dallas	TX	75228	(214) 319-9693		
Jon Wright	Rm	1513 Park Pl	Irving	TX	75061	(972) 251-1818		
Keniston Can Do Windows	Rm	13999 Goldmark Drive	Dallas	TX	75240	(972) 235-5975		
Landin Roofing & Siding Company	Rm	4115 Texas Drive	Dallas	TX	75211	(214) 339-6977		
Lone Star Plywood & Door Corp	Ds	425 Airline Dr	Coppell	TX	75019	(972) 471-1116		
M & D Glass	Ds	4109 Miller Park Dr	Garland	TX	75042	(972) 276-1811		
Marvin Windows Planning Center	Ds	2619 Lombardy Lane	Dallas	TX	75220	(214) 351-1186		
Metal Glass Co. Inc	Fb	2031 Quincy Street	Dallas	TX	75212	(214) 638-8225		
Metal-Craft Products Co	Fb	11071 Denton Dr	Dallas	TX	75229	(214) 357-9431		
Metro Window & Door Inc	Rm	4347 West Northwest Hwy	Dallas	TX	75220	(214) 357-6100		
Mighty Windows of Heaven	Ds	6738 Mabel Ave	Dallas	TX	75209	(214) 902-0785		
Murphy Windows & Gifts	Ds	1000 East 14th Suite 395	Plano	TX	75051	(972) 754-0487	(972) 423-1162	
Nelson Aluminum	Ds	3913 Roanoke Drive	Garland	TX	75041	(972) 271-0293		
Orion Glass Industries	Rm	13502 Floyd Circle	Dallas	TX	75243	(214) 570-0480		
P W Metal Products Inc	Fb	3614 Miller Park Dr	Garland	TX	75042	(972) 487-0454		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Pella Texas Inc	Ds	714 Avenue R	Grand Prairie	TX	75050	(972) 988-1555		
Plano Door Service	Rm	1111 Jupiter Rd	Plano	TX	75074	(972) 422-5644		
Precision Siding & Windows	Rm	1701 Twin Court Place	Garland	TX	75044	(972) 496-9380		
Premdoor	Ds	6308 Industrial Dr	Greenville	TX	75402	(903) 455-8345		
R G Sales Inc	Ds	2523 Forest Lane	Garland	TX	75042	(972) 272-7522		
R H Barnes Co	Mr	120 Madeira Drive NE Suite 121	Albuquerque	NM	87108-1523	(505) 260-2300	(505) 260-2312	
RACO Manufacturing Inc	Fb	203 Singleton Rd	Waxahachie	TX	75165	(972) 937-8181		
Randy Surley Mfg Co	Fb	3857 Jordan Valley Rd	Dallas	TX	75253	(972) 286-1923		
Redco	Mr	PO Box 60218	Phoenix	AZ	85082-0218	(505) 872-0300	(505) 872-0400	bwdropps@comcast.net
Reid Kirk B	Rm	2051 West Pleasant Run Rd	Dallas	TX	75232	(972) 224-7304		
Reliant Building Products	Ds	3010 Lyndon B Johnson Freeway	Dallas	TX	75234	(972) 919-1000		
Rich Hunter Sales	Mr	2857 East Beryl Avenue	Phoenix	AZ	85028-3801	(602) 524-8021	(928) 441-1619	rhuntersales@aol.com
Ron Blank & Associates Inc	Mr	2611 North Loop 1604 West Suite 100	San Antonio	TX	78258-4539	(210) 408-6700	(210) 408-6767	www.ronblank.com
RPM Millwork & Windows Inc	Fb	2005 W State St	Garland	TX	75042	(972) 272-2362		
Rubyor Associates	Mr	5815 Dearborn	Mission	KS	66202	(913) 831-8181	(913) 685-3366	gtrubyor@aol.com
Sears Siding & Windows	Rm	2922 Skyway Circle North	Irving	TX	75038	(972) 261-2020		
Shaw Emory L Jr	Rm	2947 El Centro Way	Dallas	TX	75241	(972) 224-5725		
Siding For Less Inc	Rm	10501 North Central Expressway	Dallas	TX	75231	(214) 361-1636	(214) 361-6084	
Silver Line Building Products Corp	Ds	11011 Regency Crest Drive	Dallas	TX	75238	(214) 221-9500		
Smart Screens	Ds	603 Munger Ave	Dallas	TX	75202	(281) 489-3550		
Solara Entryways Cantera Doors	Ds	1333 Oak Lawn Ave Ste B	Dallas	TX	75207	(214) 744-9900		
SSA Inc	Mr	917 Brestol Court East	Bedford	TX	76021	(817) 577-8106	(817) 514-6116	www.ssasales.com
Statewide Remodeling	Rm	8300 Esters Boulevard	Irving	TX	75063	(972) 621-0222		
Storm Door Express	Ds	2309 Canyon Valley Trl	Plano	TX	75023	(972) 612-8191		
Summit Window & Patio Door	Ds	2307 Oak Ln Ste 201	Grand Prairie	TX	75051	(972) 647-0106		
Sunrise Remodelers & Builders	Rm	717 Bowman Street	Irving	TX	75060	(972) 251-1513		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Texas Glass & Mirror	Ds	1016 Lavon Drive	Garland	TX	75040	(972) 494-5518		
Texas Glass Contracting	Rm	930 North Belt Line Rd	Irving	TX	75061	(972) 986-2083		
Texas Siding Supply Norandex	Ds	1321 Round Table Drive	Dallas	TX	75247	(214) 631-1471		
Tex-L Storm Windows	Rm	410 South Plano Rd	Garland	TX	75042	(972) 272-5417		
The Gemroi Co	Mr	11901 Bowman Drive Suite 101	Fredericksburg	VA	22408	(540) 899-7786	(540) 899-5498	sales@gemroi.com
The Window Lady	Rm	3422 Doug Drive	Dallas	TX	75247	(214) 688-0001		
The Z Group	Mr	7921 Canoga Avenue Unit J	Canoga Park	CA	91304	(818) 340-1011	(818) 340-1919	dennisz@thezgroup.com
Universal Vinyl Windows Systems	Fb	9001 Ambassador Row	Dallas	TX	75247	(214) 689-0465		
US Door	Ds	3832 Cavalier Dr	Garland	TX	75042	(972) 272-1563		
WBH Group	Mr	2995 LBJ Freeway Suite 109	Dallas	TX	75234-7605	(972) 484-9612	(972) 484-9615	wbh@wbhgroup.com
William E Horton Designs	Rm	4803 Norma St	Dallas	TX	75247	(214) 631-8136		
Wilson Plywood	Ds	833 Shepherd Dr	Garland	TX	75042	(972) 494-3545		
Windoor World	Ds	2985 S Hwy 360	Grand Prairie	TX	75052	(972) 988-6056		
Windoor World Dallas	Ds	5301 West Lovers Lane	Dallas	TX	75209	(214) 350-5991		
Windowcraft Inc	Rm	5807 Northaven Rd	Dallas	TX	75230	(214) 361-8965		
Windowizards	Ds	3540 Irving Blvd	Dallas	TX	75247	(214) 630-1717		
Windows America	Ds	2030 Ave G Ste 1108	Plano	TX	75074	(972) 633-1508		
Windows Etc	Ds	2001 Coit Road	Plano	TX	75075	(972) 596-5499		
Windows of Distinction	Ds	2400 Decator Drive	Plano	TX	75093	(972) 612-0892		
Winscreen Products Co	Rm	10217 Garland Rd	Dallas	TX	75218	(214) 321-6356		
Woodbridge Home Exteriors	Rm	3218 Commander	Dallas	TX	75221	(972) 248-0345		

1.4 *Contact Information for Distributors, Manufacturers' Representatives, Product Dealers, Wholesalers for Flooring*

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Abney Flooring	Rm	4604 Lakeview Parkway	Rowlett	TX	75088	(972) 412-1155		
Adalex Floors	Rm	3017 Sylvan Ave	Dallas	TX	75212	(214) 744-4500		
Affordable Floors	Rm	9709 C F Hawn Freeway	Dallas	TX	75217	(972) 286-1127		
American Tile Supply - Dallas East	Ds	10550 Plano Rd	Dallas	TX	75238	(214) 343-5733		
Amigo Floors	Rm	10911 Dennis Rd #509	Dallas	TX	75229	(972) 484-0440		
Antique Floors Inc	Rm	1221 Dragon St	Dallas	TX	75207	(214) 760-9330		
B & M Sales & Marketing Inc	Mr	5315 Vista Montana	Yorba Linda	CA	92886-5716	(714) 777-5636	(714) 777-5607	hermwalt@aol.com
Baker's Custom Floors	Rm	1304 Motor Cir	Dallas	TX	75207	(214) 689-6970		
Brockway Hardwood Floors	Rm	8153 Jennie Lee Ln	Dallas	TX	75227	(214) 381-7888		
Buell Hardwood Floors	Rm	5200 E Grand Ave	Dallas	TX	75223	(214) 827-9269		
Builders Carpet & Design Center	Wh	17390 Preston Rd	Dallas	TX	75252	(972) 380-1200		
Burke Mercer Flooring Products	Ds	630 E Avenue K	Grand Prairie	TX	75050	(972) 601-9974		
Contract Distributors Corp	Ds	4880 Alpha Rd	Dallas	TX	75244	(972) 385-9966		
Custom Floors	Rm	10825 Plano Rd #1	Dallas	TX	75238	(214) 341-0310		
Dallas Floor Surfacing Co.	Rm	11110 Alvin St	Dallas	TX	75218	(214) 823-8829		
Damian's Floor Covering	Rm	2775 W Davis St	Dallas	TX	75201	(214) 339-6029		
Dempsey Hardwood Floors	Rm	6115 Denton Dr #118	Dallas	TX	75235	(214) 357-7048		
Discount Home Warehouse	Ds	1750 Empire Central	Dallas	TX	75235	(214) 631-2755		
Dobson Floors	Rm	3380 Belt Line Road	Garland	TX	75234	(972) 243-0800		
Edward Mindlin Co	Mr	1905 Shirlane Place NE	Albuquerque	NM	87112	(505) 294-4170	(505) 294-4574	emindlin@comcast.net
Floor Mart Inc	Ds	2691 Royal Ln	Dallas	TX	75229	(972) 241-6723		
Floorco International Inc	Rm	3100 Monticello Ave	Dallas	TX	75205	(214) 521-1887		
Floorcrafters Co	Rm	9032 Garland Rd	Dallas	TX	75218	(214) 328-0121		
French Brown Wood Mill	Fb	11649 Chairman Drive	Dallas	TX	75243	(214) 348-2824		
French-Brown Floors	Ds	7007 Greenville Ave	Dallas	TX	75231	(214) 363-4341		
Hillcrest Floors	Rm	6915 Hillcrest Ave	Dallas	TX	75205	(214) 368-1257		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Integrity Floors	Rm	9840 Monroe Dr #120	Dallas	TX	75220	(214) 654-0800		
International Marble Collection	Ds	11210 Zodiac Lane	Dallas	TX	75229	(972) 214-7796		
J & E Floors Inc	Rm	2970 Congressman Ln	Dallas	TX	75220	(214) 654-9888		
Laminate & Wood Floors Inc	Rm	2708 Fairmount St	Dallas	TX	75201	(214) 922-9393		
Marty's Hardwood Floors	Rm	2315 Fenwick Dr	Dallas	TX	75228	(214) 327-6073		
Mirage Flooring	Rm	605 South Sherman Street #OC	Richardson	TX	75081	(972) 479-9959		
Network Agency Sales Inc	Mr	11007 Candlelight Lane	Dallas	TX	75229-3954	(214) 357-9050	(214) 357-7713	samelliottatnetwork@earthlink.net
Prices Carpet Outlet	Ds	2601 West Mockingbird Lane	Dallas	TX	75235	(214) 350-4951		
Pro Marketing Inc	Mr	1350 Bluegrass Lakes Parkway	Alpharetta	GA	30004	(770) 442-2534	(678) 762-7995	www.promarketinginc.com
Prosource Wholesale Floor	Wh	1500 Dragon St. #G	Dallas	TX	75207	(214) 742-3300		
Romas Floor Covering	Rm	10031 Monroe Dr #312	Dallas	TX	75229	(214) 353-8243		
Ron Blank & Associates Inc	Mr	2611 North Loop 1604 West Suite 100	San Antonio	TX	78258-4539	(210) 408-6700	(210) 408-6767	www.ronblank.com
S & H Carpet Distributing Inc	Ds	8811 John Carpenter Freeway	Dallas	TX	75247	(214) 638-3311	(214) 638-3585	
Southern Wood Flooring & Supply	Ds	17815 Davenport Rd #280	Dallas	TX	75252	(972) 380-9665		
Stan Tashman & Associates Inc	Mr	1537 14th Street	Santa Monica	CA	90404	(310) 451-9922	(310) 393-1297	sta@tashman.com
Superior Marble Co inc	Rm	3526 Cavalier Drive	Garland	TX	75042	(972) 494-2379		
T & L Distributing Co.	Ds	4051 La Reunion Pkwy #180	Dallas	TX	75212	(214) 630-6101		
Tri-B Systems Inc	Mr	3839 Fernglade	Houston	TX	77068	(832) 928-5545		whll084@aol.com
Trinity Hardwood Distributors	Ds	110 Oregon Ave	Dallas	TX	75203	(214) 948-3001		
Universal Flooring Ltd.	Rm	2009 Chenault Dr #114	Carrollton	TX	75006	(972) 387-9315		
Vasquez Floors	Rm	4342 Wyoming St. # 145	Dallas	TX	75211	(214) 339-2310		
Wallace Tile	Rm	2936 Pegasus Drive	Garland	TX	75044	(972) 496-1800		
WBH Group	Mr	2995 LBJ Freeway Suite 109	Dallas	TX	75234-7605	(972) 484-9612	(972) 484-9615	wbh@wbhgroup.com
Willeford Hardwood Floors	Rm	1443 Waterside Dr	Dallas	TX	75218	(214) 327-8010		
Woodwright Hardwood Floor Co.	Rm	7707 Sovereign Row	Dallas	TX	75247	(214) 630-8811		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

1.5 Contact Information for Distributors, Manufacturers’ Representatives, Product Dealers, Wholesalers for Siding

Company	Role	Address	City	State	Zip	Telephone	Fax	Website
A Window Warehouse	Rm	3629 Conflans Rd	Irving	TX	75061	(972) 399-2133		
A-1 Siding & Guttering	Rm	135 Ridgeway Dr	McKinney	TX	75069	(817) 277-0011		
ABC Seamless Siding	Rm	2610 Westwind Dr	Denton	TX	76210	(940) 321-9790		
Abest Siding & Windows	Rm	4115 Texas Dr	Dallas	TX	75211	(214) 339-6977		
Acme Builders	Rm	13408 Belmark Cir	Dallas	TX	75243	(972) 907-0156		
All American Siding	Rm	1810 N Glenville Dr #102	Richardson	TX	75081	(972) 644-8968		
Allied Builders Supply	Wh	11579 Harry Hines	Dallas	TX	75229	(972) 241-0717		
Allied Siding & Window	Rm	11463 Drummond Dr	Dallas	TX	75228	(972) 270-7070		
All-Pro Siding & Windows	Ds	3540 Irving Boulevard	Dallas	TX	75247	(214) 951-8100		
Allstate Building Services	Rm	2429 Dickerson Pkwy	Carrollton	TX	75006	(972) 466-3744		
A-Lone Star Home Improvements	Rm	4608 E US Highway 175	Athens	TX	75752	(903) 677-9696		
Alside Supply Center	Wh	4940 Top Line Drive	Dallas	TX	75247	(214) 631-0362		
Amazing Siding	Rm	1701 N Greenville Ave	Richardson	TX	75081	(817) 329-8830		
American Home Construction	Rm	12640 E Northwest Hwy #409	Dallas	TX	75228	(972) 686-7733		
American Remodeling	Rm	8925 Sterling St	Irving	TX	75063	(972) 621-0058		
A-Quality Siding	Rm	1598 Anthony St	Kaufman	TX	75142	(972) 932-3341		
ARI Siding	Rm	13617 Inwood Road #210	Richardson	TX	75244	(972) 458-3030		
Army Roofing & Siding	Rm	1513 Park Pl	Irving	TX	75061	(972) 251-1818		
B & C Builders & Siding Co.	Rm	301 W Boyd Dr #C	Allen	TX	75013	(972) 727-6675		
Billy Ellis Siding & Windows	Rm	2734 W Kingsley Rd #116	Garland	TX	75041	(972) 926-9099		
Bland's Custom Services Inc	Rm	949 W Kearney St, Ste #103	Mesquite	TX	75149	(972) 329-2444		
Buss Aluminum Inc	Rm	2815 N Highway 175	Seagoville	TX	75159	(972) 287-3328		
C W Home Improvements Inc	Rm	610 S Sherman St	Richardson	TX	75081	(972) 680-8642		
Capital Building & Supply	Wh	2508 W 11th St	Irving	TX	75060	(972) 445-1668		
Carroll Siding Inc	Rm	858 County Road 3101	Greenville	TX	75402	(903) 886-1655		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer’s Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website
Clark Siding & Window	Rm	617 W Redbud Lane	Lancaster	TX	75146	(972) 227-9504		
Craftmaster Builders	Rm	1123 Fort Worth Dr # B	Denton	TX	76205	(940) 566-1766		
Custom Exteriors	Rm	820 E McCart St	Krum	TX	76249	(940) 482-3426		
Custom Tex-Teriors	Rm	5012 Quail Creek Dr	McKinney	TX	75070	(214) 585-1371		
Dallas Home Exteriors	Rm	508 Parker Road	Dallas	TX	75247	(972) 471-0043		
Dallas Home Exteriors	Rm	1475 Richardson Dr	Richardson	TX	75080	(972) 470-9991		
Don & Son Home Improvement	Rm	2607 N Hwy 175	Seagoville	TX	75159	(972) 287-8255		
Double S. Graffiti	Rm	4214 Modlin St	Mesquite	TX	75150	(972) 681-9244		
Draco Aluminum Inc	Rm	5418 Saint Charles Ave	Dallas	TX	75223	(214) 823-8666		
East Texas Canopy	Rm	6713 Levelland Road	Dallas	TX	75252	(903) 839-2091		
Eco Block	Wh	1100 Centennial Blvd Ste 190	Richardson	TX	75081	(972) 669-4784		
ECO-Block LLC	Wh	11112 Grader St	Dallas	TX	75238	(214) 503-1644		
Ennis Extruded Products Co.	Fb	4200 Knighthurst St	Ennis	TX	75119	(972) 875-1770		
Ennisworks	Rm	610 W Denton St	Ennis	TX	75119	(972) 875-9090		
G E D Inc	Rm	922 Clark Trl	Grand Prairie	TX	75052	(972) 660-4552		
Galaxy Siding & Roofing	Rm	2025 Saturn Rd	Garland	TX	75041	(972) 926-6707		
Gene Baker Siding & Roofing	Rm	205 NE 29th St.	Grand Prairie	TX	75050	(972) 263-1723		
Greater Dallas Siding	Ds	212 E Bear Creek Rd	Red Oak	TX	75154	(214) 542-4987		
Greater Dallas Wholesale Supply Co. Inc	Wh	8400 Sovereign Row	Dallas	TX	75247	(214) 688-1671		
Gutter Suppliers Inc	Ds	1512 N I 35	Carrollton	TX	75006	(972) 446-7907		
Hamilton Roofing Co. Inc.	Rm	1800 Watermill Rd	Lancaster	TX	75146	(972) 227-3879		
Home Exteriors	Rm	2320 Merrell Rd	Dallas	TX	75229	(972) 263-4745		
Homecraft Siding & Storm Windows	Rm	11436 Reeder Rd	Dallas	TX	75229	(972) 241-9371		
J & S Siding & Windows	Rm	3121 Shadow Wood Dr	Dallas	TX	75224	(214) 330-4900		
J.J. Santos Inc	Rm	12416 Swallow Ct	Balch Springs	TX	75180	(972) 286-5756		
Joe Cookston & Sons	Rm	39 Victoria Dr	Rowlett	TX	75088	(972) 463-4160		
Liberty Home Products	Rm	1601 N Waddill St	McKinney	TX	75069	(972) 562-0800		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website
Metroplex Siding	Rm	1318 Bow Creek Dr	Duncanville	TX	75116	(972) 298-6354		
National Home Improvement Co.	Rm	554 Harrison Dr	Allen	TX	75002	(972) 396-1188		
National Home Restoration Inc	Rm	11441 N Stemmons Fwy	Dallas	TX	75229	(972) 484-4443		
Northstar Remodeling	Rm	5901 Beacon Dr	Rowlett	TX	75089	(972) 412-5163		
Ron Blank & Associates Inc	Mr	2611 North Loop 1604 West Suite 100	San Antonio	TX	78258-4539	(210) 408-6700	(210) 408-6767	www.ronblank.com
Scott Roofing & Siding	Rm	10561 Church Road	Dallas	TX	75238	(214) 503-7663		
Scott Roofing & Siding	Rm	9735 Robin Hill Cir	Dallas	TX	75238	(972) 671-7663		
Sears Siding & Windows	Rm	2922 Skyway Cir N	Irving	TX	75038	(972) 261-2020		
Select Vinyl Building Products	Ds	460 West Mockingbird Lane	Dallas	TX	75247	(214) 688-5900		
Servant Remodeling & Roofing	Rm	11550 Plano Rd # 126	Dallas	TX	75243	(214) 343-1161		
Siding & More	Rm	3909 Morgan Dr	Mesquite	TX	75150	(972) 681-2967		
Siding For Less Inc	Rm	10501 N Central Expy	Dallas	TX	75231	(214) 361-1636		
Siding Industries Inc	Rm	14001 Goldmark Dr #166	Dallas	TX	75240	(972) 671-1940		
Siding Solution	Rm	8343 Southwestern Blvd	Dallas	TX	75206	(214) 537-7302		
Siding Specialist	Rm	3113 W Northgate Dr	Irving	TX	75062	(214) 493-0100		
St John Home Remodeling	Rm	2531 Springhill Dr	Dallas	TX	75228	(214) 327-5606		
Steve Shearin Construction	Rm	218 Wildflower Dr	Mabank	TX	75147	(903) 887-0114		
Sunrise Remodelers & Builders	Rm	3503 Colgate Ln	Irving	TX	75062	(972) 251-1513		
Superior Metal Products	Rm	3314 Willowglen Dr	Mesquite	TX	75150	(972) 681-0040		
Texas Siding Supply	Ds	1321 Round Table Drive	Dallas	TX	75247	(972) 263-3394		
The Begley Group Inc.	Mr	6595-G Roswell Road Unit 700	Atlanta	GA	30328-3152	(828) 765-4824	(828) 765-0950	www.thebegleygroup.com
Weatherbeater Products	Rm	1922 Toler Trail	Garland	TX	75043	(972) 303-1511		
Weatherization Systems	Wh	2619 Lombardy Ln	Dallas	TX	75220	(214) 350-3834		
Whitaker Metal Deck Sales Inc	Ds	800 F M Rd 879	Waxahachie	TX	75165	(972) 938-1445		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

1.6 CONTACT INFORMATION FOR DISTRIBUTORS, MANUFACTURERS' REPRESENTATIVES, PRODUCT DEALERS, WHOLESALERS FOR PRE-ENGINEERED/PANELIZED COMPONENTS

Company	Role	Address	City	State	Zip	Telephone	Fax	Website
A-1 Homes	Fb	13440 C F Hawn Frwy	Dallas	TX	75217	(972) 557-1177		
Advanced Housing Innovations	Fb	902 N Highway 67 #1	Cedar Hill	TX	75104	(972) 291-5501		
Buildings By Space Master	Fb	2122 N Stemmons	Carrollton	TX	75006	(972) 434-3653		
Clayton Estates	Fb	272 West Lawson Rd	Dallas	TX	75253	(972) 286-6905		
Clint Wallis Inc	Mr	PO Box 860005	Plano	TX	75086-0005	(972) 312-9407	(972) 312-9290	www.clintwallisinc.com
Comark Buildings System Corp	Fb	505 N Beckley Ave	Desoto	TX	75115	(972) 230-6390		
Dalhomes Inc	Fb	9214 Inverness Dr	Rowlett	TX	75089	(972) 412-7384		
Foreway Service I Inc	Fb	524 Beasley Dr	Lewisville	TX	75057	(972) 436-6025		
Freedom Homes	Fb	1802 North Stemmons	Lewisville	TX	75067	(972) 219-0365	(972) 219-0494	
Freedom Homes of Denton	Fb	7201 1-35 North	Denton	TX	76207	(800) 289-4488	(662) 327-8442	
Homes C H Corporation	Fb	3123 North Hwy 175	Dallas	TX	75201	(972) 557-0001		
Horseshoe Wood Inc	Mr	2995 LBJ Freeway Suite 200	Dallas	TX	75234-7600	(972) 484-5162	(972) 484-5851	
Hughes Steel	Fb	4904 E Main St	Grand Prairie	TX	75050	(972) 262-8963		
Ip-Engineered Wood Products	Fb	4906 Vera Cruz Dr	Garland	TX	75043	(972) 613-5207		
Kwik-Bilt Inc	Fb	3114 Benton St	Garland	TX	75042	(972) 494-1164		
Mesquite Greens	Fb	100 South Belt Line Rd	Dallas	TX	75253	(972) 286-0769		
Nationwide Housing Systems	Fb	8035 East R L Thornton Frwy	Dallas	TX	75228	(214) 320-0700		
NOW Construction	Fb	3200 Garden Brook Dr	Dallas	TX	75234	(972) 241-8957		
Palm Harbor Homes	Fb	15303 Dallas Parkway Ste 800	Addison	TX	75001	(972) 991-2422		
Rainbow Building Systems	Fb	3420 Singleton Blvd	Dallas	TX	75212	(214) 905-6064		
RSR Trusses	Fb	136 E College St	Lewisville	TX	75057	(972) 221-7553		
Texas Home Center Inc	Ds	197 Quilla Rd	Waxahachie	TX	75167	(785) 862-0321	(785) 862-0322	
Texas Shamrock Homes Inc	Fb	6575 F M 741	Forney	TX	75126	(972) 552-4663	(972) 552-4666	
Wood Master Building Co	Fb	116 S I H 45	Hutchins	TX	75141	(972) 225-2935		

Role Descriptions
Ds – Distributor/Product Dealer
Fb – Fabricator/Manufacturer
Mr – Manufacturer's Representative
Rm – Remodeller or Builder
Wh – Wholesaler

2.0 BUILDERS, DEVELOPERS, RENOVATORS, CONTRACTORS AND OWNERS

2.1 *LEADING GENERAL CONTRACTOR/CONSTRUCTION MANAGER FIRMS IN THE DALLAS AREA*

General Contactor Name	**Role**	**Name of Project**	**Location**
Andres Construction Services Inc	General Contractor	Villa Trevi Condominiums	Dallas, TX
B B & L	General Contractor	Stoneleigh on Spring Creek Apartments Phase II	Garland, TX
C D Henderson Inc	General Contractor	Mockingbird Station Mixed-Use Development	Dallas, TX
C F Jordan Inc	General Contractor	McKinney Condominiums	Dallas, TX
Embrey Partners Ltd	General Contractor	San Simeon Apartment Buildings	Irving, TX
Eric Frankfurt Homes	General Contractor	Cadogan Place Apartments	Dallas, TX
First Worthing Co	General Contractor	U T Dallas Campus Housing Phase VIII	Richardson, TX
Global Construction Co LLC	General Contractor	The Reserves Apartment Buildings	Irving, TX
International Realty	General Contractor	Apartment Complex (500 units) Renovation	Dallas, TX
Jim Johnson Homes	General Contractor	Thorntree Residential Development Phase III	DeSoto, TX
L C J Construction	Construction Manager	The Village at Prairie Creek	Dallas, TX
Metropolitan Construction Co	Contractor	Thorntree Residential Development Phase III	DeSoto, TX
Nicholas Enterprises (NE Construction)	General Contractor	Creekside at Northlake Apartment Complex-Phase I & II	Northlake, TX
Protea Real Estate	General Contractor	Inwood on the Park Apartment Complex	Dallas, TX
R G S Contractors Inc	General Contractor	Apartment Complex & Pool	Greenville, TX
R G S Contractors Inc	General Contractor	Apartment Complex & Pool	Plano, TX
R G S Contractors Inc	General Contractor	Apartment Complex & Pool	Dallas, TX
Rea Construction	General Contractor	University Courtyard Apartments	Denton, TX
Spring Valley Construction Co	Construction Manager	Student Housing	Dallas, TX
T F Stone Construction	General Contractor	McKamy Lake Apartments	Lewisville, TX
Terry Sisk Construction	General Contractor	Meadow Oaks Square Apartments	Corinth, TX
Tribble & Stephens Co	General Contractor	Howell Str Housing	Dallas, TX
Turner Construction Co.	General Contractor	Apartment Lofts, conversion of former Sears building	Dallas, TX
Turner Construction Co.	General Contractor	Mercantile Bank Complex Conversion	Dallas, TX

Source: F. W. Dodge Market Analysis Group

2.2 LEADING RESIDENTIAL PROPERTY OWNERS IN THE DALLAS AREA

Property Owner Name	Role	Project Name	Location
American Realty Investors Inc	Owner	Apartments at Elm Fork Ranch	Carrollton, TX
American Realty Investors Inc	Owner	Mixed-Use Development-Retail, Hotel, Office, Multi-family housing	Frisco, TX
American Realty Investors Inc	Owner-Builder/Developer	Lago Vista Apartments/Retail/Office Phase I	Farmers Branch, TX
City of Dallas Business Development Corporation	Owner	Las Colinas Transit Mall Development	Irving, TX
Cornell/Rader LLC	Owner-Builder/Developer	Lakeside DFW Mixed Use	Flower Mound, TX
Five Star Development	Owner-Builder/Developer/ Construction Manager	Frisco Square Phase I Office/Retail/Apartment Lofts	Frisco, TX
Fram Building Group	Owner	Loft Apartment Complex	Dallas, TX
Gaylord Properties/Stockbridge Corp	Owner	Frisco Bridges Planned Development	Frisco, TX
Henry S. Miller Commercial	Owner-Builder/Developer	Lakeside DFW Mixed Use	Flower Mound, TX
Hillwood Development Corporation	Owner-Builder/Developer	Victory Mixed-use Development	Dallas, TX
Lancewood Corp	Owner-Builder/Developer	Mercer Crossing Business Development	Farmers Branch, TX
Lancewood Corp	Owner-Builder/Developer	Lago Vista Apartments/Retail/Office Phase I	Farmers Branch, TX
Lazarus Property Corporation	Owner-Builder/Developer	1505 Elm Street Building Conversion to Condominiums	Dallas, TX
Lazarus Property Corporation	Owner-Builder/Developer	Residential/Golf Course Development	Rockwall, TX
Maharishi Global Development	Owner	Mixed Use Development Business Park/Retail/Multi-family	The Colony, TX
Simpson Housing Ltd	Owner-Builder/Developer	Mockingbird Station Mixed-Use Development	Dallas, TX
Spire Realty Corp	Owner	Mercantile Bank Complex Conversion	Dallas, TX
The Palladium Company	Owner-Builder/Developer	Victory Mixed-use Development	Dallas, TX
United Commercial Realty	Owner	Mockingbird Station Mixed-Use Development	Dallas, TX
Verizon Southwest Area Office	Owner-Builder/Developer	Lakeside DFW Mixed Use	Flower Mound, TX

Source: F. W. Dodge Market Analysis Group

2.3 CONTACT LIST OF BUILDERS, DEVELOPERS, RENOVATORS AND CONTRACTORS

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
2 Brother Remodeling Co	Rm	1250 Moulin Rouge Drive Suite 239	Dallas	TX	75211	(214) 566-0787		
4 C Construction & Remodeling	Rm	2112 Teakwood Lane	Plano	TX	75075	(972) 964-8768		
4 K Home Repair & Remodeling	Rm	5618 Foster Street	The Colony	TX	75056	(972) 625-2068		
A & H Remodeling Co	Rm	11241 Alvin Street	Dallas	TX	75218	(214) 328-0055		
A Approved Remodeling	Rm	1206 Cedar Hill Avenue	Dallas	TX	75208	(214) 739-8614		
A D C Construction Inc	Rm	PO Box 646	Wylie	TX	75098	(972) 442-7514		
A Dreamscape	Rm	7602 Mimosa Court	The Colony	TX	75056	(972) 625-4070		
A Home Repair Co	Rm	2516 Winfield Drive	Plano	TX	75023	(972) 596-2348		
A M Builders	Co	3818 Cedar Springs Road Unit 101-106	Dallas	TX	75219	(214) 693-2225		
A M C Custom Builder Corp	Co	104 Lion Street	DeSoto	TX	75115	(972) 230-0781		
A M T X Remodelers	Rm	11811 Preston Road	Dallas	TX	75230	(972) 386-3460		
A to Z Construction Co	Rm	901 Elmhill Court	Coppell	TX	75019	(972) 462-1286		
A Trust Builders	Rm	11571 Reeder Road	Dallas	TX	75229	(972) 919-9777		
A-1 Steve's Repair & Remodeling	Rm	721 Tanglewood Drive East	Irving	TX	75061	(972) 253-4792		
Aaron & Co Inc.	Co	17630 Davenport Road	Dallas	TX	75252	(972) 380-8263		
Accent's Home Remodeling	Rm	110E Branch Hollow #103	Carrollton	TX	75287	(972) 306-5144		http://www.accentshomeremodeling.com
Acorn Construction	Rm	6765 Leameadow Drive	Dallas	TX	75248	(214) 395-8794		
Actnow Remodeling	Rm	7602 North Jupiter Road Unit 114103	Garland	TX	75044	(972) 690-7468		
Actoday Remodeling	Rm	4715 West Lovers Lane	Dallas	TX	75209	(214) 366-3242		
Adria Inc	Co	9307 Rolling Rock Lane	Dallas	TX	75238	(214) 343-1200		
Advance Remodel Repair	Rm	7235 Whispering Pines Drive	Dallas	TX	75248	(972) 991-5553		
Advanced General Services	Rm	1010 South Edmonds Lane Suite 103	Lewisville	TX	75067	(972) 221-0556		
Advanced Remodeling & Frame	Rm	2517 Holm Drive	Garland	TX	75041	(972) 278-9187		
Advanced Technologies	Rm	2422 Arbuckle Court	Dallas	TX	75229	(972) 620-1508		
Advant Custom Homes	Co	16990 Dallas Parkway	Dallas	TX	75248	(972) 732-0014		
Affiliated Western	Co	1610 Osprey Drive	DeSoto	TX	75115	(972) 224-1481		

Role Descriptions
Co - Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Affordable General Services Inc	Rm	6210 Everglade Road	Dallas	TX	75227	(214) 275-1755		
Affordable Housing Construction Inc.	Co	2600 Bolton Boone Drive	DeSoto	TX	75115	(972) 572-4472		
Al The Fix It Man	Rm	5554 South Hampton Road	Dallas	TX	75232	(214) 333-8073		
Alexander's Homes	Co	11991 Audelia Road Suite 119	Dallas	TX	75243	(214) 489-6977		
All American Pro Service	Rm	865 East Main Street	Lewisville	TX	75057	(972) 436-1294		
All Phase Construction	Rm	2400 Empire Central	Dallas	TX	75235	(214) 902-7466		
All Texas Home Improvement Inc	Rm	3201 Military Parkway Unit C300B	Mesquite	TX	75149	(972) 288-6160		
Allen Richard Construction & Repair	Rm	605 South Sherman Street	Richardson	TX	75081	(972) 889-3035		
Allfaze Remodeling Co	Rm	3701 Burning Tree Lane	Garland	TX	75042	(972) 272-9766		
Alliance Construction	Co	13663 Jupiter Road	Dallas	TX	75238	(214) 343-3110		
Allied Builders Inc	Co	500 South Ervay Street	Dallas	TX	75201	(214) 747-2888		
Alpha Remodeling	Rm	3130 Rock Island Road	Irving	TX	75060	(972) 313-0629		
Alyea Enterprises	Rm	310 Halo Street	Duncanville	TX	75137	(972) 283-9014		
Amercon Incorporated	Co	17827 Windflower Way Unit 112	Dallas	TX	75252	(972) 380-8893		
American Remodeling Inc	Rm	8925 Sterling	Garland	TX	75040	(972) 929-4112		
Andres Construction Services Inc.	Co	3838 Oak Lawn Avenue Suite 1414	Dallas	TX	75219	(214) 521-2118		wade@andresconstruction.com
Andrews Building Services	Co	6415 Mimms Drive	Dallas	TX	75252	(972) 841-3191		
Annuity Convention	Co	2401 Cedar Springs Road	Dallas	TX	75201	(214) 720-0511		
Another Level	Rm	1601 Osprey Drive	DeSoto	TX	75115	(972) 224-2958		
Anthony Custom Homes	Co	2409 Spring Parkway	Plano	TX	75093	(972) 612-1864		
A-O'Teter Repair & Remodeling Co	Rm	902 Tanglewood Drive East	Irving	TX	75061	(972) 254-1735		
Archer Brother Home Repair	Rm	309 North Briery Road	Irving	TX	75061	(972) 313-0162		
Archgate Custom Homes	Co	3216 Blenheim Court	Plano	TX	75025	(972) 491-7294		
Ardcher Western Contractors	Co	1020 Sargent Road	Dallas	TX	75203	(214) 943-3159		
Aristocrats Remodeling	Rm	2258 Gus Thomasson Road	Dallas	TX	75228	(214) 328-0776		
Armstrong Construction	Rm	2701 Fondren Drive	Dallas	TX	75206	(214) 368-4455		
Art Biz Construction	Rm	5015 Gaston Avenue	Dallas	TX	75214	(214) 828-1482		
Art Construction & Remodeling	Rm	11311 Harry Hines Blvd	Dallas	TX	75229	(972) 406-1802		
Arthur Norman Co	Rm	909 Hillsdale Drive	Richardson	TX	75081	(972) 437-6900		
Ascot Custom Homes	Co	13355 Noel Road	Dallas	TX	75240	(972) 702-7070		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Ashton Woods Homes	Co	13800 Montfort Drive Suite 100	Dallas	TX	75240	(972) 490-3255	(972) 991-4949	http://www.ashtonwoodsdallas.com/dallas/
Astor Custom Homes	Co	6723 Pemberton Drive	Dallas	TX	75230	(214) 739-9242		
Avery Edwards Custom Homes	Co	9201 Blue Water Drive	Plano	TX	75025	(972) 359-8003		
Avonlea Homes Inc	Co	1024 Westwood Drive	Plano	TX	75075	(972) 578-9722		
Ayers Ray & Diana	Rm	2720 Amherst Avenue	Dallas	TX	75225	(214) 363-9705		
Aztec Construction & Design	Rm	1393 Crampton Street	Dallas	TX	75207	(214) 637-2992		
Aztec Homes	Co	PO Box 292397	Lewisville	TX	75029	(972) 221-9616		
B & B Construction	Rm	1004 Oak Meadow Lane	DeSoto	TX	75115	(972) 224-6022		
B & B Contracting Inc	Co	9000 South Hampton Road	Dallas	TX	75232	(972) 224-5252		
B & J Services	Rm	12121 Duchess Drive	Balch Springs	TX	75180	(972) 286-4641		
B & P Remodeling	Rm	11512 South Blossom Circle	Mesquite	TX	75180	(972) 289-1902		
B & R Remodeling	Rm	809 Canyon Street Square	Richardson	TX	75080	(972) 889-8981		
B B & L	Co	9901 East Valley Ranch Pky, Suite 3000	Irving	TX	75063	(972) 869-1808		besselman@texasbbl.com
B B H Enterprises	Co	2718 Wagonwheel Drive	Carrollton	TX	75006	(972) 418-7772		
B D Construction	Rm	PO Box 360456	Dallas	TX	75336	(972) 557-7655		
B D Forces Inc Builder	Co	2607 Walnut Hill Lane	Dallas	TX	75229	(214) 366-4262		
B H G C	Rm	PO Box 550264	Dallas	TX	75355	(214) 213-3876		
B N G Home Builders	Co	5920 West Plano Parkway	Plano	TX	75093	(972) 250-3096		
Balkman Robert Custom Homes	Co	17000 Dallas Parkway	Dallas	TX	75248	(972) 248-9298		
Barclay Custom Homes	Co	1813 Wood Dale Circle	Cedar Hill	TX	75104	(972) 293-1689		
Barnes Robert W Construction & Remodeling	Rm	1315 Carroll Avenue	Duncanville	TX	75137	(972) 296-4457		
Barnett/West Custom Homes	Co	3402 McFarlin Blvd	Dallas	TX	75205	(214) 520-8992		
Barr Constructors Inc	Co	1020 Sargent Road	Dallas	TX	75203	(214) 942-7622		
Barrett Home Improvement	Rm	605 South Sherman Street Unit L	Richardson	TX	75081	(972) 235-7339		
Basquez Designs	Rm	1313 South Shiloh Road	Garland	TX	75042	(972) 276-9251		
Beathard Home Remodeling & Repair	Rm	272 West Lawson Road	Dallas	TX	75253	(972) 557-0173		
Beaverco Inc	Rm	225 Sandero Drive	Lewisville	TX	75077	(972) 317-2944		
Beazer Homes	Co	5900 West Plano Parkway Suite 700	Plano	TX	75093	(972) 250-3821		
Bella Custom Homes Inc	Co	4310 Timberglen Road	Dallas	TX	75287	(972) 250-0898		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Bellaire Custom Homes Ltd	Co	6719 Hillcrest Avenue	Dallas	TX	75205	(214) 739-6000		
Bellaire Homes	Co	6911 Forest Glen Drive	Dallas	TX	75230	(214) 503-5658		
Bellarie Homes	Co	7307 Hill Forest Drive	Dallas	TX	75230	(972) 239-2300		
Belle Vista Homes LLC	Co	17110 Dallas Parkway	Dallas	TX	75248	(972) 732-7600		
Belmont Custom Homes	Co	6116 North Central Expressway	Dallas	TX	75206	(214) 696-0281		
Benchmark Custom Homes	Co	3214 Hillside Drive	Lewisville	TX	75077	(972) 966-1170		
Bennett Bill D Construction	Co	701 South Bryant Belt Line Road	Mesquite	TX	75149	(972) 226-1064		
Bent Tree General Contractors	Co	208 S. Akard Street	Dallas	TX	75202	(214) 761-1747		
Bentwood Companies Inc	Rm	2007 North Lancaster Hutchins Road	Lancaster	TX	75134	(972) 227-6855		
Best Way Remodeling Services	Rm	4612 Las Hadas	Mesquite	TX	75150	(972) 686-7712		
Better Home Solutions	Rm	5328 Lakeview Parkway	Rowlett	TX	75088	(972) 463-8677		
Biggerstaff Construction	Rm	1505 Huron Trail	Plano	TX	75075	(972) 424-5500		
Bill Long Custom Homes	Co	2301 Ohio Drive	Plano	TX	75093	(469) 241-9911		
Billy Senn Construction	Rm	3200 Southern Drive	Garland	TX	75043	(972) 926-0460		
Blackbird Construction	Co	616 South Harwood Street	Dallas	TX	75201	(214) 741-9196		
Blackner Enterprises	Rm	154 Saint Clair Drive West	Irving	TX	75061	(972) 259-8922		
Blaylock Homes	Co	3333 Elm Street	Dallas	TX	75226	(214) 752-3209		
Bluegrove Homes	Co	2824 San Marcus Avenue	Dallas	TX	75228	(972) 613-9111		
Bobbitt Bob Company Inc	Co	17110 Dallas Parkway	Dallas	TX	75248	(972) 248-0800		
Bobby Mac's Woodshed	Rm	3215 South Peachtree Road	Mesquite	TX	75180	(972) 286-9663		
Bohmer Brothers Carpentry	Rm	5723 Enchanted Lane	Dallas	TX	75227	(214) 381-3591		
Boysen Remodeling	Rm	3910 Castle Drive	Rowlett	TX	75089	(972) 475-3709		
Bradley Jim H Inc	Rm	3416 Douglas Avenue	Dallas	TX	75219	(214) 559-4435		
Braewood Development	Co	1231 Greenway Drive	Irving	TX	75038	(972) 580-1919		
Brass Construction Co	Rm	9740 Ravensway Drive	Dallas	TX	75238	(214) 341-0986		
Brazos Northeast Inc	Co	816 Bentwater Parkway	Cedar Hill	TX	75104	(972) 299-9910		
Breckenridge-Nixon Homes Inc	Co	10711 Preston Road #150	Dallas	TX	75230	(214) 373-1204		
Brentgate Homes Inc	Co	5123 Bryce Canyon Road	Dallas	TX	75211	(214) 339-9371		
Brentwood Builders Inc	Co	618 Castle Creek Drive	Coppell	TX	75019	(972) 393-3802		
Bright Ideal Construction & Remodeling	Rm	1402 Corinth Street	Dallas	TX	75215	(214) 428-2805		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Bright Star General Contractors Co	Rm	17717 Vail Street	Dallas	TX	75287	(972) 306-4475		
Brightex Building Services	Co	2723 Fenwick Drive	Dallas	TX	75228	(214) 328-8638		
Brighton Builders Inc	Co	1012 Parview Circle	Cedar Hill	TX	75104	(469) 272-0513		
Brimanor Inc	Co	4033 Herschel Avenue	Dallas	TX	75219	(214) 693-7120		
Brisben Development	Co	7125 Marvin D Love Freeway	Dallas	TX	75237-3175	(972) 296-5050		
Brisco Construction Co	Co	2016 Evans Avenue	Fort Worth	TX	76104	(817) 926-5343		
Broadcast Construction Service	Co	2201 Tucker Street	Dallas	TX	75214	(214) 327-1710		
Brothers Carpentry	Rm	1738 Hemlock Court	Lewisville	TX	75067	(972) 436-9173		
Brown's Construction Co	Rm	2403 Barnes Bridge Road	Dallas	TX	75228	(214) 328-1433		
Bruce Ott Custom Homes	Co	2301 Ohio Drive	Plano	TX	75093	(972) 867-0866		
Bruce Russo Construction	Co	2129 Farrington Street	Dallas	TX	75207	(214) 744-7555		
Brunson Builders	Co	8328 Mountainview Drive	Dallas	TX	75249	(972) 777-6494		
Brunson J D Inc	Rm	3120 Halifax Street	Dallas	TX	75247	(214) 637-2967		
Bryant Remodeling	Rm	2933 Forest Hills Lane	Richardson	TX	75080	(972) 234-2009		
Bud Bartley Texas Homes	Co	7408 Palomino Circle	Flower Mound	TX	75022	(817) 464-5059		
Buescher Homes	Co	6436 Wexley Lane	The Colony	TX	75056	(972) 668-5718		
Build Your Own Home	Co	952 South Highway 67	Cedar Hill	TX	75104	(972) 293-2005		
Building Dreams Co	Co	12662 Jupiter Road Suite 1417	Dallas	TX	75238	(214) 341-1954		
Buildings & Properties Services	Rm	615 North Justin Avenue	Dallas	TX	75211	(214) 337-6391		
Built Well Construction & Remodeling	Rm	2301 North O'Connor Road	Irving	TX	75062	(972) 594-5114		
Burch Home Maintenance	Rm	3306 Landershire Lane	Plano	TX	75023	(972) 519-1038		
C A Long Custom Homes Inc	Co	2113 Loch Haven Drive	Plano	TX	75023	(972) 964-3292		
C C Restoration Inc	Rm	4127 Lomita Lane	Dallas	TX	75220	(214) 654-9499		
C D Henderson Inc	Co	1917 Copper Street	Garland	TX	75042	(972) 272-5466		cdhenderson@cdhenderson.com
C F Jordan Inc	Co	9639 Greenville Ave	Dallas	TX	75243-4118	(214) 349-7900		
C H L and Son	Rm	PO Box 191076	Dallas	TX	75219	(972) 742-5913		
C R D Development	Co	4400 Leland Boulevard	Irving	TX	75062	(972) 887-0081		
Cactus Homes Inc	Co	9209 Cotton Valley Road	Dallas	TX	75232	(972) 224-6342		
Calmark Homes	Co	1111 Belt Line Road	Garland	TX	75040	(972) 530-7716		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Calypso Homes	Co	9631 Valley Mills Lane	Dallas	TX	75227	(972) 288-2336		
Cambridge Homes Inc	Co	1803 Morning Glory	Carrollton	TX	75007	(972) 939-1423		
Camden Homes	Co	3709 Calvert Lane	Denton	TX	76208	(214) 202-0900		
Campbell Gene Inc	Co	6201 Worth Street	Dallas	TX	75214	(214) 823-9660		
Candlewick Home Inc	Co	740 Fox Glen Road	Lancaster	TX	75146	(972) 227-6607		
Carl Franklin Homes	Co	9620 Stonewood Drive	Dallas	TX	75227	(972) 289-3200		
Carmen Carl Guido Builder Inc	Co	4229 North Hall Street Suite B	Dallas	TX	75219	(214) 340-4242		
Carmen Homes	Co	20 East Belt Line Road #100	Coppell	TX	75019	(972) 462-1723		
Carmon Sterling Custom Homes Inc	Co	2115 Teakwood Lane	Plano	TX	75075	(972) 618-4185		
Carriage Homes	Co	350 Oaks Trail Suite 124	Garland	TX	75043	(972) 509-1735		
Carter Jerry Homes	Co	3321 Broadway Boulevard	Garland	TX	75043	(972) 271-6581		
Casas Modernas LLC	Co	426 West 12th Street	Dallas	TX	75208	(214) 946-6500		
Castle Ridge Homes Inc	Co	7613 Kingston Drive	Rowlett	TX	75089	(972) 412-1330		
Centennial Homes	Co	600 Lakeshore Court	Irving	TX	75061	(972) 790-5149		
Centex Homes	Co	2728 North Harwood Street #200	Dallas	TX	75201	(214) 981-5000		
Central Company Contractors	Rm	11110 Petal Street	Dallas	TX	75238	(214) 349-0202		
Century Builders Inc	Co	39727 L B J Freeway	Dallas	TX	75237	(972) 283-3012		
Century Custom Builders	Co	11810 Classic Lane	Forney	TX	75126	(972) 564-2449		
Chalets Inside & Out	Rm	5919 Warm Mist Lane	Dallas	TX	75248	(972) 385-3211		
Chapman Jim Construction Co Inc	Rm	2901 Lambert Drive	Mesquite	TX	75150	(972) 613-2384		
Charles Brown Remodeling	Rm	819 Cottonwood Drive	DeSoto	TX	75115	(972) 228-2029		
Charter Builders	Co	8401 Valley Ranch Parkway East	Irving	TX	75063	(972) 373-9562		
Chartex Construction Inc	Co	1420 W Mockingbird Lane Suite 500	Dallas	TX	75247-6971	(214) 630-0481		cmady@madycorp.com
Chelsea Homes	Co	5309 Village Creek Drive	Plano	TX	75093	(972) 248-6603		
Chism Enterprises	Rm	912 Creek Crossing	Coppell	TX	75019	(972) 393-4716		
Choate Homes Inc	Co	12344 Saddle Club Drive	Forney	TX	75126	(972) 564-9280		
Choice Homes	Co	760 North Highway 67	Cedar Hill	TX	75104	(972) 291-4048		http://www.choice-homes.com/metro.asp
Christian Contractors Corporation	Rm	9550 Alta Mira Drive	Dallas	TX	75218	(214) 328-0826		
Cimarron Custom Homes	Co	6910 Fm 1488 Road	Magnolia	TX	77354	(281) 356-5644		
Citation Homes	Co	2501 Oak Lawn Avenue	Dallas	TX	75219	(214) 521-7030		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
City Homes	Co	3328 Miro Place	Dallas	TX	75204	(214) 219-7946		
City of Dallas Business Development Corporation	Co	4106 Office Parkway	Dallas	TX	75204	(214) 823-1160		
Cityhomes	Co	4060 Travis Street	Dallas	TX	75204	(214) 559-3862		
Clark Construction	Co	5949 Sherry Lane, Suite 650	Dallas	TX	75225	(214) 363-6063		swregion@clarkus.com
Clarke Custom Homes Inc	Co	3230 Ridge Oak Drive	Garland	TX	75044	(972) 530-1228		
Clayton Construction & Remodeling	Rm	4161 Skyview Drive	Wylie	TX	75098	(972) 442-6836		
Clemearth Construction	Rm	2020 Embassy Way	Carrollton	TX	75006	(972) 571-7903		
Cleta Bryant Construction Co	Rm	PO Box 360067	Dallas	TX	75336	(972) 286-0524		
Cole J C & Son	Co	1001 Hampton Road	DeSoto	TX	75115	(972) 223-6511		
Coleman Homes	Co	812 Cedarwood Place	Cedar Hill	TX	75104	(972) 299-0770		
Colonnade Homes	Co	3415 Parham Drive	Grand Prairie	TX	75052	(972) 660-7171		
Complete Home Repairs	Rm	4111 Rockford Drive	Dallas	TX	75211	(214) 467-7756		
Complete Remodeling	Rm	1003 South Belt Line Road	Mesquite	TX	75149	(972) 285-3614		
Concept Builders	Co	9018 Tesoro Drive Suite #102	San Antonio	TX	78217	(210) 826-4429		
Concho Custom Homes	Co	17817 Davenport Road	Dallas	TX	75252	(972) 818-0877		
Concord Construction	Rm	5489 Blair Road Suite 100	Dallas	TX	75231	(214) 692-6666		
Conn-Anderson Builders	Co	215 Executive Way Suite 120	DeSoto	TX	75115	(972) 780-8967		
Conquest Home Improvements	Rm	1306 Black Oak Drive	Carrollton	TX	75007	(972) 768-3631		
Consolidated Home Improvement & Repair Inc	Rm	17811 Davenport Road	Dallas	TX	75252	(972) 735-9447		
Construction Diversified	Rm	18959 Dallas Parkway Suite 1312	Dallas	TX	75287	(972) 831-8555		
Construction Home Builders	Co	2318 Mitchell Lane	Rowlett	TX	75088	(972) 463-9124		
Continental Homes	Co	3012 Timber Brook Drive	Plano	TX	75074	(972) 633-0295		
Contracting Unlimited Inc	Rm	1413 Gables Court	Plano	TX	75075	(972) 964-7717		
Contractor Consultants Inc	Co	1510 North Highway 175	Seagoville	TX	75159	(972) 287-6683		
Cook & Harrison Home Inc	Co	6923 Forest Glen Drive	Dallas	TX	75230	(972) 726-7788		
Cook Custom Home	Co	2301 Ohio Drive	Plano	TX	75093	(972) 964-8911		
Cooper Homes	Co	5305 Village Creek Drive	Plano	TX	75093	(972) 732-8800		
Cooper Tom Homes	Co	3309 Auburn Drive	Rowlett	TX	75088	(972) 475-8200		
Cornell/Rader LLC	Co	100 East 15th Street Suite 640	Fort Worth	TX	76102-6569	(817) 589-9909		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Corporate Contractors Inc	Co	1305 Ross Avenue # 150	Dallas	TX	75202	(214) 979-9080		
Cottages for Keeps	Rm	5506 Caruth Boulevard	Dallas	TX	75209	(214) 956-7420		
Counter Companies Inc	Co	2912 North Macarthur Boulevard	Irving	TX	75062	(972) 256-1880		
Countryside Homes	Co	11840 Helms Trail	Forney	TX	75126	(972) 564-3500		
Cox Kenneth W	Rm	232 Barnes Bridge Road	Sunnyvale	TX	75182	(972) 226-8226		
Craig G L Remodeling	Rm	5301 Woodsboro Drive	Mesquite	TX	75180	(972) 286-1214		
Crane Brothers Custom Homes	Co	603 Butler Circle	Wylie	TX	75098	(972) 442-4315		
Creative Panel Solutions	Co	4122B Billy Mitchell Drive	Addison	TX	75001	(972) 980-4747		
Creative Remodeling	Rm	6912 Gaston Avenue	Dallas	TX	75214	(214) 320-2255		
Cresswell Custom Builders	Co	4949 Keller Springs Road	Addison	TX	75001	(972) 931-7171		
Crestmark Homes	Co	2409 Rebecca Drive	Sachse	TX	75048	(972) 414-8509		
Current Homes Inc	Co	2519 Markland	Garland	TX	75040	(972) 259-3336		
Curt Wellwood Homes Inc	Co	5511 Preswick Lane	Dallas	TX	75252	(972) 931-7850		
Custom Homes Group LLC	Co	12655 North Central Expressway	Dallas	TX	75243	(972) 991-9622		
Cutting Edge Construction Inc	Rm	516 Rawls Circle	Irving	TX	75061	(972) 438-1603		
Cy Barcus Home Builders	Co	6615 Snider Plaza #200	Dallas	TX	75205	(214) 987-1324		
Cyprus Builders Inc	Co	415 Robin Road	Cedar Hill	TX	75104	(972) 291-4106		
D & A Construction Home	Rm	246 Wilderness Trail	Mesquite	TX	75149	(972) 216-0220		
D & D Services	Rm	1902 O'Connor Road	Irving	TX	75061	(214) 813-3768		
D A R T Board	Co	1401 Pacific Avenue Suite 4102	Dallas	TX	75202-2732	(214) 749-3278		
D C Custom Homes	Co	4900 Stanford Avenue	Dallas	TX	75225	(972) 931-2719		
D E S Specialty Services Plus Home Improvement	Rm	1518 Grinnell Street	Dallas	TX	75216	(214) 374-7966		
D L P Construction Inc	Rm	3501 North Macarthur Blvd Unit 314G	Irving	TX	75062	(972) 252-9979		
D R Horton	Co	1735 North Hampton Trail	Lancaster	TX	75134	(972) 227-0065		
D Z Remodeling	Rm	2810 East Trinity Mills Road Unit 209	Carrollton	TX	75006	(972) 245-0450		
Dallas Building & Repair Service	Rm	2710 Manor Way	Dallas	TX	75235	(214) 350-5704		
Dallas Craftsman	Rm	1608 Aldridge Drive	Plano	TX	75075	(972) 424-4937		
Dallas Custom Elite Homes	Co	11411 North Central Expressway Suite L	Dallas	TX	75243	(214) 696-6731		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Dallas First & Remodeling Enterprises	Rm	4613 Bridgeport Drive	Garland	TX	75043	(972) 226-9329		
Dalworth Home Improvements	Rm	410 Clearfield Drive	Garland	TX	75043	(972) 613-7752		
Danny's Remodeling	Rm	1202 Bandera Lane	Garland	TX	75040	(972) 494-2016		
Darling Homes	Co	2901 Dallas Parkway Suite 120	Plano	TX	75093	(972) 378-3190		
Darrelly's Total Service	Rm	3021 Ripplewood Drive	Garland	TX	75044	(972) 496-9181		
Darsco Homes	Co	2391 Briar Hill Road	Flower Mound	TX	75028	(972) 317-2225		
David Weekley Homes	Co	7914 Enclave Way	Dallas	TX	75218	(214) 324-5927		
Davis George & Associates	Co	5001 L B J Freeway	Dallas	TX	75244	(972) 960-1057		
Dennis Residential Remodeling	Rm	7416 Mesa Verde Trail	Dallas	TX	75232	(972) 228-2708		
Design Concepts	Rm	2709 Springlake Court	Irving	TX	75060	(972) 986-1586		
Diamond Homes	Co	4544 Aspen Glen Road	Plano	TX	75024	(972) 943-8484		
Diamond Remodeling & Painting	Rm	2712 Cheshire Drive	Plano	TX	75075	(972) 516-9856		
Dixie Woodworks	Rm	1609 Rocky Point Drive	Lewisville	TX	75077	(972) 317-0227		
Dorsey Homes Inc	Co	606 Swan Drive	Coppell	TX	75019	(972) 462-1607		
Doverspike Bob R Custom Homes	Co	1237 Shawnee Trail	Carrollton	TX	75007	(972) 394-1981		
Dream Craft Homes	Co	909 West Hunter Ferrell Road	Grand Prairie	TX	75050	(972) 258-8356		
Drees Custom Homes	Co	3215 Steck Ave	Austin	TX	78757	(512) 206-0901		
Duecker Charlie Remodeling	Rm	11185 County Road 95	Garland	TX	75042	(972) 382-4063		
Dyad International Inc	Co	1548 Slocum Street Suite 112	Dallas	TX	75207	(214) 741-1008		
Dynamo Home Improvements	Rm	1810 Whiteoak Drive	Garland	TX	75040	(972) 276-0907		
Eakin Development	Co	6517 Hillcrest Avenue	Dallas	TX	75205	(214) 361-5888		
Edco Home Design	Rm	1209 Custer Road	Richardson	TX	75080	(972) 231-3483		
Egres Construction	Rm	17811 Davenport Road	Dallas	TX	75252	(972) 248-1361		
Ellerman Homes	Co	8100 Lomo Alto Drive #237	Dallas	TX	75225	(214) 750-7881		
Embrey Partners Ltd	Co	1100 NE Loop 410 Suite #900	San Antonio	TX	78209-1574	(210) 824-6044		
Emerald Remodeling	Rm	303 South Main Street	Irving	TX	75060	(972) 870-1539		
Emgee Construction	Co	2534 Seven Hills Drive	Grand Prairie	TX	75052	(972) 264-4969		
Empire Construction Svc	Co	4140 Office Parkway	Dallas	TX	75204	(214) 824-8847		
Encore Homes	Co	6142 Campbell Road Suite 204	Dallas	TX	75248	(972) 931-7231		
Engle Homes	Co	3021 San Patricio Drive	Plano	TX	75025	(972) 377-7865		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
English Heritage Homes	Co	4528 McKinney Avenue #107	Dallas	TX	75205	(214) 559-3042		
Eric Frankfurt Homes	Co	5950 Sherry Lane	Dallas	TX	75225-653	(214) 346-7105		
Eric Miller Homes Inc	Co	9049 Fairglen Drive	Dallas	TX	75231	(214) 342-2292		
Eubanks & Sons	Rm	2621 West Rochelle Road	Irving	TX	75062	(972) 570-0904		
Euro Builders & Remodelers	Rm	6635 Garlinghouse Lane	Dallas	TX	75252	(972) 964-0900		http://www.eurobuildersandremodeling.com
Evans Construction	Rm	2943 El Centro Way	Dallas	TX	75241	(972) 224-3696		
Everett Construction & Remodeling Inc	Rm	1416 Brazos Trail	Plano	TX	75075	(972) 422-4322		
Evergreen Classic Homes	Co	5601 Ursula Lane	Dallas	TX	75229	(214) 373-9902		
Excalibur Housing Inc	Co	301 Southeast 14th Street	Grand Prairie	TX	75051	(972) 263-9503		
Excel Custom Homes	Co	16135 Preston Road Suite 201	Dallas	TX	75248	(972) 701-9288		
Extreme Residential Improvements Inc	Rm	1737 Rhome Street	Dallas	TX	75229	(214) 574-7577		
F D A Renovation & Construction	Rm	2516 Mossglen Drive	Dallas	TX	75227	(972) 289-9277		
Fairfield Homes	Co	6400 Bermuda Dunes Drive	Plano	TX	75093	(972) 403-0454		
Farr Group The	Co	8500 North Stemmons Freeway	Dallas	TX	75247	(214) 678-0087		
Farrell's Home Repair	Rm	15250 Kleberg Road	Dallas	TX	75253	(972) 287-3382		
FDM & Co	Rm	8629 Edgemere Road Suite B	Dallas	TX	75225	(214) 696-6638		
Fedrep Inc	Co	14114 Dallas Parkway	Dallas	TX	75254	(972) 934-0414		
Fenn Construction Co	Rm	PO Box 214310	Dallas	TX	75221	(214) 343-4645		
Finishing Touch The	Rm	5640 Vanderbilt Avenue	Dallas	TX	75206	(214) 887-8589		
First Texas Acceptance Home Improvements	Rm	13151 Emily Road	Dallas	TX	75240	(972) 235-2062		
First Texas Homes	Co	304 Dashing Creek Drive	DeSoto	TX	75115	(972) 274-1103		
First Worthing Co. (Const Division)	Co	8144 Walnut Hill Lane Suite 248	Dallas	TX	75231	(214) 739-8141		sugley@firstworthing.com
Fischer Renovation	Rm	9941 Mixon Drive	Dallas	TX	75220	(214) 904-0688		
Fitzgerald Builders	Rm	18601 L B J Freeway	Dallas	TX	75150	(214) 349-7091		
Fixtruction	Co	8620 Vinewood Drive	Dallas	TX	75228	(214) 328-8470		
Flagship Homes Inc	Co	6608 Buckeye Drive	Rowlett	TX	75089	(972) 475-9105		
Flaherty Renovations	Rm	919 South Delaware Street	Irving	TX	75060	(972) 579-1522		
Flores Remodeling	Rm	1203 South Edgefield Avenue	Dallas	TX	75208	(214) 948-2049		
Fore's Remodeling & Construction	Rm	6513 Dewitt Road	Sachse	TX	75048	(972) 530-5594		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Foresite Development Ltd	Co	2929 Carlisle Street Suite 205	Dallas	TX	75204	(214) 720-2035		
Fox and Jacobs Homes	Co	109 Stoneridge Drive	Mesquite	TX	75149	(972) 216-9424		
Fram Building Group	Co	2651 North Harwood Street	Dallas	TX	75201	(214) 932-2550		
Franklin Carl Homes	Co	423 Pleasant Vista Drive	Dallas	TX	75217	(972) 289-3200		
Frederick Jerry C	Rm	902 Canadian Circle	Grand Prairie	TX	75050	(972) 264-8112		
Freedom Homes	Co	1802 North Stemmons Freeway	Lewisville	TX	75067	(972) 219-0365		
Freeman Home Repair Co	Rm	1818 Wilbur Street	Dallas	TX	75224	(214) 943-1908		
Freeman John Company The	Co	PO Box 823451	Dallas	TX	75382	(214) 341-3384		
G & W Builders	Rm	6911 Clayton Avenue	Dallas	TX	75214	(214) 324-2407		
G C D Enterprises	Rm	2240 Tarpley Road Suite 113	Carrollton	TX	75006	(972) 418-8598		
G E M Custom Homes & Remodel	Rm	2217 Custer Parkway	Richardson	TX	75080	(972) 669-1225		
G M Z Painting & Remodeling	Rm	2317 Robinhood Drive	Grand Prairie	TX	75050	(972) 206-1535		
G T W Construction	Rm	8113 Ridgepoint Drive	Irving	TX	75063	(972) 263-9842		
G W I C Renovation & Repair Inc	Rm	741 S R L Thornton Freeway	Dallas	TX	75203	(214) 941-5090		
Gage Homes Inc	Co	17480 Dallas Parkway	Dallas	TX	75287	(972) 250-4243		
Galaxy Home Improvement & Remodeling	Rm	6489 Lontos Drive	Dallas	TX	75214	(214) 369-8389		
Gallagher Brothers Construction Co	Rm	6[illegible]4 Via Del Sur	Mesquite	TX	75150	(972) 686-8380		
Garden Homes	Co	5825 Harvest Hill Road	Dallas	TX	75230	(972) 960-7478		
Garvey Homes	Co	2219 Lorraine Drive	Carrollton	TX	75006	(972) 416-7209		
Gary Meyers	Rm	509 Dover Road	Richardson	TX	75080	(972) 479-1929		
Gathright Roofing & Remodeling	Rm	4501 Rowlett Road	Rowlett	TX	75088	(972) 475-2150		
Gaylord Properties/Stockbridge Corp.	Co	2001 Crown Knoll Lane	Plano	TX	75093-4103	(972) 612-6009		
Gehan Homes	Co	1004 Winding Creek	Cedar Hill	TX	75104	(972) 299-9920		
Gemcraft Homes	Co	6732 Manitowoc Drive	Plano	TX	75023	(972) 517-8774		
General Contractors of America	Rm	10516 C F Hawn Freeway	Dallas	TX	75217	(972) 286-9883		
General Enterprises	Rm	6875 Tokalon Drive	Dallas	TX	75214	(214) 321-6031		
General Homes Corp	Co	6447 Royal Cedar Drive	Dallas	TX	75236	(972) 296-1281		
George T Gunter	Rm	1225 Industrial Blvd	Plano	TX	75074	(972) 423-8026		
Georgetown Homes	Co	2340 East Trinity Mills Road	Carrollton	TX	75006	(972) 418-6480		
Gilbert J Inc	Co	4625 Greenville Avenue	Dallas	TX	75206	(214) 373-7315		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Gilberts Home Improvements	Rm	5714 Drexel Drive	Garland	TX	75043	(972) 682-7511		
Glenshire Custom Homes	Co	17110 Dallas Parkway	Dallas	TX	75248	(972) 447-9500		
Global Construction Co. LLC	Co	2734 W Kingsley Road L6	Garland	TX	75041-2443	(972) 926-1400		lwaters@global-construction.com
Glory Construction	Rm	2027 Dancliff Drive	Dallas	TX	75224	(214) 333-2880		
Goff Custom Homes	Co	2718 Fairmount Street	Dallas	TX	75201	(214) 922-0222		
Golan Homes	Co	5164 Village Creek Drive Suite 100	Plano	TX	75093	(972) 267-3300		
Goodman Family of Builders	Co	1424 Gables Court	Plano	TX	75075	(972) 596-0301		
Goodman Homes	Co	1414 Gardenia Street	Irving	TX	75063	(214) 574-5633		
Gorman Construction/Remodeling	Rm	9210 Clover Valley Drive	Dallas	TX	75243	(214) 349-3654		
Gorman Howard	Co	1043 Forest Grove Drive	Dallas	TX	75218	(214) 328-1700		
Government Housing Inc	Rm	1209 South Macarthur Blvd	Irving	TX	75060	(972) 399-0704		
Graham, Bobby O	Rm	2374 Ballycastle Drive	Dallas	TX	75228	(972) 404-0000		
Grand Builders	Co	1301 Bogard Lane	Lewisville	TX	75077	(972) 317-9659		
Grand Homes Inc	Co	624 Candle Meadow Blvd	DeSoto	TX	75115	(972) 274-1420		
Granite Custom Homes	Co	8608 Doral Court West	Flower Mound	TX	75022	(817) 821-7770		
Gray Burl Co	Co	956 Windy Meadow Drive	Plano	TX	75023	(972) 423-7152		
Gray Lonnie Custom Homes	Co	7000 Main Street	The Colony	TX	75056	(972) 625-8622		
Grayson Goodman Custom Homes	Co	5700 West Plano Parkway	Plano	TX	75093	(972) 735-0088		
Greater Dallas Construction Inc	Rm	211 Comstock Street	Dallas	TX	75208	(214) 741-6303		
Greenhill Homes	Co	25 Highland Park Village #100-228	Dallas	TX	75205	(214) 378-9955		
Greg Bender Custom Homes Inc	Co	4136 Sperry Street	Dallas	TX	75214	(214) 828-4407		
Greg Young Custom Homes Inc	Co	7651 Tophill Lane	Dallas	TX	75248	(972) 788-9341		
Gregory & Sons Builders	Co	4748 Old Bent Tree Lane Suite 1208	Dallas	TX	75287	(972) 931-8595		
Grenadier Homes Inc	Co	2305 Worthington Street	Dallas	TX	75204	(214) 855-5366		
Greystone Homes Inc	Co	3244 Caravan Drive	Plano	TX	75025	(972) 208-3027		
Griffin's Construction	Rm	3044 North Josey Lane	Carrollton	TX	75007	(972) 394-4898		
Guido Custom Homes Inc	Co	8850 Greenville Avenue	Dallas	TX	75243	(214) 343-3020		
H C Beck Contractors	Co	2607 Preston Road	Frisco	TX	75034	(972) 668-5089		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
H C I General Contractors Inc	Co	703 McKinney Avenue #308	Dallas	TX	75202	(214) 871-9746		
H D S Contractors	Rm	2420 North Interstate 35E	Carrollton	TX	75006	(972) 245-2341		
H R S Incorporated	Rm	5114 Tracy Street	Dallas	TX	75205	(214) 528-4510		
Haas Remodeling	Rm	3201 Sunrise Drive	Rowlett	TX	75088	(972) 475-5421		
Haggard Charles Fine Homes	Co	4112 Druid Lane	Dallas	TX	75205	(214) 521-4443		
Halifax Homes Inc	Co	1024 Westwood Drive	Plano	TX	75075	(972) 423-1117		
Hamilton House	Co	475 Polly Road	Mesquite	TX	75182	(972) 226-3927		
Hammit Companies	Co	2902 Carlisle Street	Dallas	TX	75204	(214) 999-6730		
Hammond Construction Co LLC	Rm	1406 Capital Avenue Suite 102	Plano	TX	75074	(972) 578-8706		
Hammonds Home	Co	600 Elm Falls Place	Mesquite	TX	75181	(972) 222-5352		
Hampton Homes	Co	1008 Windmill Farms Boulevard	Forney	TX	75126	(469) 762-4401		
Handyman Connection	Rm	2201 Midway Road Unit 100G	Carrollton	TX	75006	(972) 361-0009		
Harrison Custom Homes Inc	Co	1005 West 3rd Avenue	Carrollton	TX	75006	(972) 242-2822		
Harrison Homes	Co	1715 Masters Drive	DeSoto	TX	75115	(972) 709-7366		
Hart Construction	Rm	1505 Roman Road	Grand Prairie	TX	75050	(972) 642-3474		
Harvey E Shively Home Repair	Rm	8422 Banquo Drive	Dallas	TX	75228	(214) 327-0608		
Haston Woods Homes	Co	5233 Tennington Lane	Dallas	TX	75287	(972) 380-5810		
Hawkins-Welwood Homes Inc	Co	17840 Dallas Parkway Suite 217	Dallas	TX	75287	(972) 931-1006		
Haywood Construction Co	Co	6425 Churchill Way	Dallas	TX	75230	(972) 503-5668		
Heatherwood Homes	Co	6000 Windridge Lane	Flower Mound	TX	75028	(972) 899-6400		
Heitman Custom Homes	Co	6301 Sunningdale Drive	Garland	TX	75044	(972) 530-6412		
Henry Building Inc	Co	2450 North Beckley Street	Lancaster	TX	75134	(972) 224-8291		
Hensley Ralph Inc	Co	4233 Ross Avenue	Dallas	TX	75204	(214) 826-7067		
Hereford Don Constructors	Rm	924 Raywood Circle	Plano	TX	75075	(972) 424-2660		
Heritage Custom Homes	Co	11018 Windy Lane	Forney	TX	75126	(972) 564-0098		
Hershey Custom Homes	Co	4409 Westgrove Drive	Addison	TX	75001	(972) 267-3429		
High Pointe Contractors Inc	Rm	10825 Plano Road	Dallas	TX	75238	(214) 340-3942		
Highland Homes Inc	Co	12850 Hillcrest Road #200	Dallas	TX	75230	(972) 387-7905		
Hild Steven Custom Builder	Co	1201 Sycamore Drive	Carrollton	TX	75007	(972) 245-9351		
Hilltop Homes	Co	9440 Folkstone Road	Dallas	TX	75220	(214) 358-4717		
Hoebeke & Douglas	Co	5950 Berkshire Lane	Dallas	TX	75225	(214) 891-3066		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Holder Construction Co	Rm	2743 Oakland Avenue	Garland	TX	75041	(972) 271-1874		
Holigan Homes	Co	13760 Noel Road	Dallas	TX	75240	(972) 701-8488		
Holleman Construction Co.	Co	123 Julian Street	Dallas	TX	75203	(214) 941-3841		
Holley Development Inc	Co	7210 Highway 78	Wylie	TX	75098	(972) 442-7515		
Holly Lake Builders Inc	Co	10544 Cox Lane	Dallas	TX	75229	(214) 358-0063		
Holmes Builders	Co	1406 Halsey Way Unit 100	Carrollton	TX	75007	(972) 242-1770		
Holt Brothers Design	Co	610 West Belt Line Road	Cedar Hill	TX	75104	(972) 293-9439		
Home Care Co Inc	Rm	2809 Pear Tree Lane	Garland	TX	75042	(972) 485-1055		
Home Improvement Solutions	Rm	5107 Bent Creek Trail	Dallas	TX	75252	(972) 818-3128		
Home Improvement Specialist Inc	Rm	114 West Fairmeadows Drive	Duncanville	TX	75116	(972) 780-1297		
Home Innovations	Rm	4975 Preston Park Blvd	Plano	TX	75093	(972) 985-6240		
Home Repair & Remodeling	Rm	5118 Willowhaven Circle	Garland	TX	75043	(972) 613-0565		
Home Repair Depot	Rm	2600 East Renner Suite 239	Richardson	TX	75082	(214) 455-4663		
Home Service Solutions	Rm	1327 Empire Central Drive Suite 130	Dallas	TX	75247	(214) 267-0102		
Home Werks	Rm	10565 North Macarthur Blvd Suite 2146	Irving	TX	75063	(972) 556-1696		
Homestead Builders	Co	709 Lingco Drive	Richardson	TX	75081	(972) 231-4442		
Homeworks Remodeling & Roofing	Rm	18352 Dallas Parkway	Dallas	TX	75287	(972) 680-0819		
Hood Larry Custom Homes	Co	753 Mill Creek Road	Lancaster	TX	75146	(972) 227-7197		
Hopkins Construction	Rm	822 Fort Worth Street	Grand Prairie	TX	75050	(972) 264-4846		
Horizon Homes Ltd	Co	12850 Hillcrest Road	Dallas	TX	75230	(972) 392-3887		
Horton Custom Homes Desoto	Co	509 Teresa Court	DeSoto	TX	75115	(972) 230-2373		
Horton, Rick	Co	310 East I 30	Garland	TX	75043	(972) 226-7787		
Howard Chuck Custom Homes	Co	6053 Custer Road	Plano	TX	75023	(972) 596-2700		
Howard Homes	Co	3204 Long Prairie Road	Flower Mound	TX	75022	(972) 539-0774		
Hughston Tom F	Co	5646 Milton Street	Dallas	TX	75206	(214) 361-2116		
Hunter Franklin Homes Inc	Co	205 West Main Street	Mesquite	TX	75149	(972) 288-3881		
Huntington Homes	Co	12850 Hillcrest Road #200	Dallas	TX	75034	(972) 335-3935		http://www.huntingtoncustomhomes.com
Hutchins Bill	Co	1515 North Beckley Avenue	DeSoto	TX	75115	(972) 228-9757		
I T S Group	Rm	4709 State Highway 121 Suite	The Colony	TX	75056	(972) 713-7063		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
		132						
Icon Custom Homes	Co	8925 Cedar Breaks Drive	Plano	TX	75025	(972) 377-8440		
Imperial Custom Homes Inc	Co	3410 Wimbledon Drive	Lewisville	TX	75077	(972) 966-6666		
Infinity Custom Homes	Co	3628 Blossom Trail	Plano	TX	75074	(972) 422-0630		
Ingram Custom Homes	Co	2817 Regal Road	Plano	TX	75075	(972) 612-1278		
Inspiration Home Improvement	Rm	345 West Centerville Road	Garland	TX	75041	(972) 271-3918		
Integrity Innovations	Rm	2506 Elk Trail West	Dallas	TX	75247	(972) 849-1209		
Integrity Remodeling	Rm	3215 Knox Street	Dallas	TX	75205	(214) 521-0925		
Integrity Restoration & Remodeling Inc	Rm	5531 Dyer Street	Dallas	TX	75206	(214) 987-1487		
International Realty	Co	405 N St Marys Street Suite 850	San Antonio	TX	78205	(210) 281-1469		
Interstate Contracting Corp	Co	5999 South Loop 12	Dallas	TX	75217	(214) 391-0302		
In-Town Custom Builders	Co	11300 North Central Parkway	Dallas	TX	75243	(214) 691-1167		
J A M B Enterprise	Rm	PO Box 764725	Cedar Hill	TX	75104	(972) 293-2689		
J A Thomas Custom Homes	Co	5999 Summerside Drive	Dallas	TX	75252	(972) 208-1279		
J Adam Custom Homes	Co	14229 Proton Road	Dallas	TX	75244	(972) 720-0839		
J C's Remodeling	Rm	3808 Flamingo Way	Mesquite	TX	75150	(972) 613-8737		
J F R Builders Inc	Co	10855 Jupiter Road	Dallas	TX	75218	(214) 327-4221		
J H Hunemuller Homes Inc	Co	124 Annette Street	Lancaster	TX	75146	(972) 218-7756		
J J Hunt Contractors	Rm	10315 Cayuga Drive	Dallas	TX	75228	(214) 328-8980		
J J Santos Inc	Rm	12416 Swallow Court	Balch Springs	TX	75180	(972) 286-5756		
J M J Designs	Rm	216 Nottingham Drive	Irving	TX	75061	(972) 986-6976		
J R D Services	Co	9837 Crestwick Drive	Dallas	TX	75238	(214) 349-7987		
J T Construction	Rm	940 North Belt Line Road Suite 137	Irving	TX	75061	(972) 514-1200		
J T Rogers Custom Homes	Co	4596 Belfort Avenue	Dallas	TX	75205	(972) 263-8881		
Jackson Tim Custom Homes	Co	3201 Wyndham Lane	Richardson	TX	75082	(972) 238-5300		
Jacobie Hillis Co The	Co	8533 Ferndale Road	Dallas	TX	75238	(214) 348-8700		
James A Wilson Inc	Co	3415 Custer Road	Plano	TX	75023	(972) 867-2134		
James Construction Co	Co	10840 Switzer Avenue Suite 114	Dallas	TX	75238	(214) 343-0067		
James D Lee Custom Homes	Co	4402 Broadway Boulevard Suite 6	Garland	TX	75043	(972) 240-9400		
James L Davidson & Assoc.	Co	8037 North Macarthur Boulevard	Irving	TX	75063	(972) 501-0214		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
		Suite 3148						
James Shaw E Co	Co	4107 Turtle Creek Boulevard	Dallas	TX	75219	(214) 522-5985		
Janus Construction	Co	1412 Main Street #2100	Dallas	TX	75202	(214) 747-6800		
Jarrett Ed Company The	Co	5518 Dyer Street	Dallas	TX	75206	(214) 691-0622		
Jarrett-Scott Inc	Co	8616 NW Plaza Drive	Dallas	TX	75225	(214) 363-6833		
Jasmine Enterprises	Rm	PO Box 1065	Plano	TX	75075	(972) 596-0852		
Jasso Remodeling	Rm	722 Owensons Drive	Dallas	TX	75224	(214) 948-5977		
Jenne Jim Custom Homes	Co	1120 Metrocrest Drive	Carrollton	TX	75006	(972) 242-5315		
Jim Bowman Construction Co	Co	10209 Plano Road	Dallas	TX	75238	(214) 349-2884		
Jim Johnson Homes	Co	115 Executive Way	DeSoto	TX	75115-2308	(972) 780-9800		jim@jjhomes.com
Jim Kindred Homes Inc	Co	8609 NW Plaza Drive	Dallas	TX	75225	(972) 233-5971		
Jim Martinez & Assoc.	Co	960 Kessler Parkway	Dallas	TX	75208	(214) 946-2627		
Jim Walter Homes	Co	1910 North Beckley Street	Lancaster	TX	75134	(972) 224-8437		
John Crawford Custom Homes Inc	Co	PO Box 866003	Plano	TX	75086	(972) 618-8099		
John Cross & Co	Co	3333 Lee Parkway	Dallas	TX	75219	(214) 598-5100		
John's Home Center	Rm	1303 Edgewood Drive	Richardson	TX	75081	(972) 234-5527		
John's Home Improvements	Rm	1314 Dory Lane	Irving	TX	75061	(972) 438-6890		
Jon Mazziotta Enterprise	Co	1802 South Edgefield Avenue	Dallas	TX	75224	(214) 943-9393		
Jones Kent Custom Homes	Co	2117 Parkhaven Drive	Plano	TX	75075	(972) 964-2009		
Joseph E Schwaiger	Rm	709 Waterwood Lane	Mesquite	TX	75181	(972) 222-0518		
Jurak Remodeling Inc	Rm	2804 Regal Road Suite 100	Plano	TX	75075	(972) 964-4000		
Justine Co	Rm	820 North Buckner Blvd	Dallas	TX	75218	(214) 327-1771		
K W & Co	Rm	1013 Tamara Lane	Grand Prairie	TX	75051	(972) 262-5681		
Kacilla Custom Homes	Co	304 Prince Albert court	Richardson	TX	75081	(972) 231-9972		
Kain Joe Homes Inc	Co	1001 Blue Ridge Place	Richardson	TX	75080	(972) 437-5600		
Karmel Builders Inc	Co	502 Duvall Boulevard	Lewisville	TX	75077	(972) 966-2108		
Kasco Construction Co	Rm	1528 Golden Grove Drive	Mesquite	TX	75149	(972) 216-9898		
Kaufman & Broad	Co	300 Birchwood Lane	Cedar Hill	TX	75104	(972) 291-6750		
Keith Denman's Remodeling	Rm	211 Norwich Lane	Mesquite	TX	75149	(972) 289-3488		
Keller Construction Co	Rm	2331 Gus Thommason Road Suite 108	Dallas	TX	75228	(214) 328-7040		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Kemendo Development Corp	Co	4052 Hanover Street	Dallas	TX	75225	(214) 361-2681		
Ken Fox Custom Homes	Co	5604 Wayfarer Drive	Plano	TX	75093	(972) 381-9900		
Ken Mar Development Corp	Rm	1911 Peters Road	Garland	TX	75040	(972) 717-5754		
Kenora Construction Services	Rm	1911 Peters Road	Irving	TX	75061	(972) 438-3655		
Kensington Homes	Co	6201 Stewart Boulevard	The Colony	TX	75056	(469) 384-1527		
Kenty Sterling & Associates	Co	8723 Canyon Drive	Dallas	TX	75209	(214) 352-2011		
Kerbel Larry Custom Homes	Co	3260 Southern Drive	Garland	TX	75043	(972) 840-2727		
Key Life Homes	Co	2410 Jeff Street	Dallas	TX	75212	(214) 637-6655		
Keystone Custom Homes	Co	2800 Regal Road	Plano	TX	75075	(972) 867-0577		
Kienast Homes	Co	11520 North Central Expressway Suite 134	Dallas	TX	75243	(214) 340-5002		
Kimball Hill Homes	Co	222 Cozy Lane	Cedar Hill	TX	75104	(972) 299-0555		
Kinder's Home Improvement	Rm	623 Caladium Drive	Mesquite	TX	75149	(972) 285-1472		
Kindred Tom Co	Co	5115 McKinney Avenue	Dallas	TX	75205	(214) 526-5115		
Kirlin Custom Homes Inc	Co	1721 West Plano Parkway Suite 130	Plano	TX	75075	(972) 423-8751		
Knighton Homes Inc	Co	6623 Windrock Road	Dallas	TX	75252	(972) 931-3548		
Kopecky Home Improvement	Rm	9419 Mercer Drive	Dallas	TX	75228	(214) 320-8584		
Kountry Karpenter	Rm	4033 Oak Arbor Drive	Dallas	TX	75233	(214) 337-0622		
Krier Construction Company Inc	Co	1601 Promontory Drive	Cedar Hill	TX	75104	(972) 299-5710		
L & M Services	Rm	804 Dogwood Drive	Cedar Hill	TX	75104	(972) 293-1668		
L B Contractors	Rm	2460 Verona Road	Lancaster	TX	75134	(972) 509-5229		
L C J Construction	Co	PO Box 489, Fm 1485 West	New Caney	TX	77357	(281) 689-2030		
L D W Homes	Co	2526 Manana Drive	Dallas	TX	75220	(214) 358-1185		
L L Bend & Son	Co	2520 Talco Drive	Dallas	TX	75241	(214) 375-5620		
L R S & Associates	Rm	1184 Explorer Street	Duncanville	TX	75137	(972) 572-6065		
Labhart & Co	Rm	15330 L B J Freeway	Mesquite	TX	75150	(972) 613-8575		
Lake Crest Homes Inc	Co	2353 Santa Anna Avenue #28	Dallas	TX	75228	(214) 320-9374		
Lakeway Homes Inc	Co	1001 Longmeadow Lane	DeSoto	TX	75115	(972) 230-0861		
Lakewood Construction	Co	15822 Oak Island Drive	Tomball	TX	77375	(281) 379-1161		
Lakewood Homes by Pierce	Co	5101 Remington Park Drive	Flower Mound	TX	75028	(972) 355-4474		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Lambert Bob & Associates	Rm	10025 Cayuga Drive	Dallas	TX	75228	(214) 320-1116		
Lancaster Brothers	Rm	570 South Edmonds Lane Suite 102	Lewisville	TX	75067	(972) 317-1666		
Lancewood Corp.	Co	931 Grand Avenue	Glenwood Springs	CO	81601-3601	(970) 945-2121		
Landecor Construction Company Inc	Rm	2701 Fondren Drive	Dallas	TX	75206	(214) 373-3684		
Landstar Homes	Co	8131 L B J Freeway	Dallas	TX	75251	(972) 907-1226		
Lane Richard Corp	Co	2011 North Collins Boulevard	Richardson	TX	75080	(972) 238-7277		
Langdon Michael G	Rm	6906 Dove Creek	Richardson	TX	75080	(972) 442-4242		
Lanier Construction	Rm	1900 Preston Road	Plano	TX	75093	(972) 979-2888		
Lassiter's Home Remodeling	Rm	706 SE 3rd Street	Grand Prairie	TX	75051	(972) 262-4065		
Laurmar Designers Homes Inc	Co	6304 Mission Ridge Road	Plano	TX	75023	(972) 618-6549		
Lawrence Custom Homes	Co	5507 S R L Thornton Freeway	Dallas	TX	75232	(214) 371-2000		
Leetex Inc	Co	5477 Glen Lakes Drive Suite 210	Dallas	TX	75231	(214) 691-1122		
Legacy Homes Ltd	Co	4050 West Park Boulevard	Plano	TX	75093	(972) 612-8085		
Leighton Custom Homes	Co	5999 Summerside Drive Unit 114	Dallas	TX	75252	(972) 732-7761		
Lemar Homes	Co	5109 Royal Bay Drive	Rowlett	TX	75089	(972) 412-1540		
Lenmar Homes Corporation	Co	3306 Barley Court	Lewisville	TX	75077	(972) 318-1192		
Lennar Homes of Texas Inc	Co	12720 Hillcrest Road #402	Dallas	TX	75230	(972) 239-4663		
Leonard Custom Homes	Co	870 West Arapaho Road Suite 260	Richardson	TX	75080	(972) 867-7929		
Leslie M Thomas	Rm	114 South Yale Drive	Garland	TX	75042	(972) 276-5198		
Lewis George Building Development Co	Co	6517 Hillcrest Avenue	Dallas	TX	75205	(214) 361-8688		
Lewis Homes	Co	5326 Mona Lane	Dallas	TX	75236	(972) 780-9566		
Lexington Luxury Builders	Co	4325 Gilbert Avenue	Dallas	TX	75204	(214) 520-1500		
Lindal Cedar Homes	Co	832 West Spring Creek Parkway Suite 506	Plano	TX	75023	(972) 423-3409		
Lone Star Handiman	Rm	63 Poppy Lane	Plano	TX	75074	(972) 943-9760		
Lone Star Homes	Co	6426 Brook Lake Drive	Dallas	TX	75248	(972) 385-1961		
Lonestar Remodeling & Construction	Rm	4820 Westgrove Drive	Addison	TX	75001	(972) 818-3473		
Long & Associates	Co	506 Tidwell Street	Cedar Hill	TX	75104	(972) 291-1845		
Loving Construction Co	Rm	1301 Summit Avenue Unit 6	Plano	TX	75074	(972) 424-9223		
Lowery's Home Renovations	Rm	627 Grant Court	Duncanville	TX	75137	(972) 296-1165		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Luman Construction	Rm	4213 Charles Street	Carrollton	TX	75010	(972) 306-9021		
Lyon Properties & Custom Homes	Co	18601 L B J Freeway	Mesquite	TX	75150	(972) 279-8000		
M D Companies The	Rm	17311 Dallas Parkway	Dallas	TX	75248	(972) 248-7862		
M D Custom Homes	Co	1104 Brevito Drive	Grand Prairie	TX	75052	(972) 266-0420		
M H Murphy Homes	Co	15006 Beltway Drive	Addison	TX	75001	(972) 774-1272		
M P L Homes	Co	6700 Creekside Lane	Plano	TX	75023	(972) 618-5290		
M R Crossland Custom Homes Inc	Co	17440 Dallas Parkway Suite 260	Dallas	TX	75287	(972) 818-4045		
M W Builders	Co	8600 Esters Boulevard	Irving	TX	75063	(972) 621-9800		
Mabry Insulation & Home Repair	Rm	3209 South Shiloh Road Suite M	Garland	TX	75041	(972) 278-9783		
Maffco Construction	Co	11212 Goodnight Lane	Dallas	TX	75229	(972) 243-3392		
Mallard Group	Rm	309 Carol Drive	Grand Prairie	TX	75052	(972) 642-6838		
Manhattan Construction	Co	903 South Lamar Street	Dallas	TX	75202	(214) 752-3321		
Manning & Snelling Inc	Co	5956 Sherry Lane	Dallas	TX	75225	(214) 378-7648		
Mansion Homes	Co	4253 Hunt Drive	Carrollton	TX	75010	(972) 939-9661		
Marigold Homes & Design Inc	Co	8123 Inwood Road	Dallas	TX	75209	(214) 351-0630		
Mark Clifton Homes	Co	4442 Southcrest Road	Dallas	TX	75229	(214) 350-6955		
Mark's Home Improvement	Rm	1408 Drexel Drive	Irving	TX	75061	(972) 721-0409		
Marlik Custom Homes	Co	17840 Dallas Parkway Suite 216	Dallas	TX	75287	(972) 818-9494		
Marsolek Designer Homes	Co	2301 Ohio Drive Suite 265	Plano	TX	75093	(972) 208-4098		
Martin Remodeling Co	Rm	9532 Tarleton Street	Dallas	TX	75218	(214) 320-2445		
Mastercraft Homes	Co	4532 Paddington Lane	Grand Prairie	TX	75052	(972) 263-9977		
Maxwell Custom Homes	Co	7317 Ryan Drive	Plano	TX	75025	(972) 618-4112		
Mayfair Custom Homes	Co	752 Village Green Drive	DeSoto	TX	75115	(972) 293-0995		
Mayfair Homes Inc	Co	900 West Wintergreen Road	DeSoto	TX	75115	(972) 572-8455		
McCasland Company	Co	1023 East Wintergreen Road	Duncanville	TX	75137	(972) 296-1156		
McClan Builders	Co	2403 N Washington Ave	Dallas	TX	75204	(214) 823-4185		
Mcclure Brothers Custom Homes	Co	1300 Eastwick Lane	Plano	TX	75093	(972) 931-1555		
McCowen-Sainton Inc	Co	3501 North Macarthur Boulevard	Irving	TX	75062	(972) 258-6262		
McDonald Bob Company Inc	Co	9648 Plano Road	Dallas	TX	75238	(214) 341-1155		
McFadden & Miller Construction Inc	Co	11350 Luna Road	Dallas	TX	75229	(972) 401-2356		
McKenzie Wes Custom Homes Inc	Co	PO Box 797215	Dallas	TX	75379	(214) 265-0461		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
McLaughlin Contractors	Rm	709 Camilla Lane	Garland	TX	75040	(972) 272-4311		
McNor Custom Homes	Co	26 Cochran Creek Court	Dallas	TX	75220	(214) 366-3602		
Means & Mershon Builders	Co	5924 Royal Lane Suite 150	Dallas	TX	75230	(214) 363-9798		
Medallion Homes	Co	7617 Gillon Drive	Rowlett	TX	75089	(972) 475-8678		
Meeks Construction	Rm	PO Box 59787	Dallas	TX	75229	(972) 243-0313		
Mercedes Homes	Co	11494 Luna Road	Dallas	TX	75234	(972) 910-9300		
Merit Custom Homes	Co	1515 North Washington Ave	Dallas	TX	75204	(214) 821-1677		
Merit Development Corp	Co	2703 Fondren Drive	Dallas	TX	75206	(214) 739-1923		
Merrit Remodeling	Rm	2522 Telegraph Avenue	Dallas	TX	75228	(214) 328-6885		
Metro Home Repair	Rm	2716 Wrangler	Irving	TX	75060	(972) 399-0208		
Metropolitan Construction Co	Co	1817 N Hampton	DeSoto	TX	75115	(972) 298-7171		
Meyer G K Companies	Co	2353 Santa Anna Avenue	Dallas	TX	75228	(214) 321-2353		
Mid-Cities Homes	Rm	126 South Tatum	Dallas	TX	75211	(214) 629-2279		
Mid-South Contractors	Co	6162 East Mockingbird Lane Suite 210	Dallas	TX	75214	(214) 828-0309		
Mike Clements Inc	Co	200 East Belt Line Road Unit 104	Coppell	TX	75019	(972) 462-9159		
Mike's Custom Building	Rm	200 South Briery Road Suite A	Irving	TX	75060	(972) 254-2900		
Milam Bob Custom Homes	Co	PO Box 825	Coppell	TX	75019	(972) 462-8395		
Millenium Choice Company	Co	8204 Elmbrook Drive	Dallas	TX	75247	(214) 630-4443		
Millennium Construction	Co	1201 East 15th Street	Plano	TX	75074	(972) 881-9571		
Miller Construction Services	Rm	577 C R 4106	Crandall	TX	75114	(972) 427-8557		
Milliara John Contractors	Rm	715 North Main Street	Irving	TX	75061	(972) 259-5034		
Mitchell Robert H Co	Co	5934 Royal Lane	Dallas	TX	75230	(214) 363-6035		
Modabrooks Development	Co	655 Shadyway Drive	Dallas	TX	75232	(972) 224-7520		
Modern Custom Designs	Rm	2521 Merrell Road	Dallas	TX	75229	(972) 243-9733		
Mona Lisa Remodeling	Rm	17750 Preston Road	Dallas	TX	75252	(972) 250-0670		
Monarch Homes Inc	Co	117 Morningside Drive	Grand Prairie	TX	75052	(817) 498-1256		
Monarch Master Crafts	Rm	3201 Beltline Road Building 16	Dallas	TX	75181	(972) 222-1209		
Monogram Custom Homes	Co	4505 Tour 18 Drive	Flower Mound	TX	75022	(817) 430-1030		
Monogram Elite Homes Inc	Co	2221 Justin Road Suite 101	Flower Mound	TX	75028	(972) 724-0567		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Moore Custom Homes	Co	102 North Shiloh Road Suite 302	Garland	TX	75042	(972) 463-9909		
Morris Glynn Remodeling	Rm	9959 Royal Lane	Dallas	TX	75231	(214) 341-2764		
Morrison Homes Inc	Co	4324 North Belt Line Road Suite C105	Irving	TX	75038	(972) 649-0000		
Mote & Associates Inc	Co	515 North Cedar Ridge Drive Unit 9	Duncanville	TX	75116	(972) 296-2856		
Murry Homes	Co	2313 Moore Drive	Plano	TX	75074	(972) 422-4641		
Myers D E Construction	Rm	3851 Westminster Drive	Carrollton	TX	75007	(972) 492-0337		
Nail A G	Rm	8609 NW Plaza Drive	Dallas	TX	75225	(214) 373-1121		
Nationwide Custom Homes Inc	Co	2100 North Highway 360 Suite 1106A	Grand Prairie	TX	75050	(972) 206-0011		
Needham Remodelers Inc	Rm	1524 N Beckley Avenue	Dallas	TX	75134	(972) 224-9646		
New Haven Homes	Co	5700 Imperial Court	Plano	TX	75093	(972) 248-1494		
New Uses Home Improvement Center	Rm	2950 Irving Boulevard	Dallas	TX	75247	(214) 879-0779		
Newcastle Homes	Co	3100 Ashwood Court	Richardson	TX	75082	(214) 575-6377		
Newmark Homes LP	Co	17103 Preston Road Suite 100	Dallas	TX	75248	(972) 248-7455		
Newport Classic Homes	Co	1325 Daja Lane	Grand Prairie	TX	75050	(972) 206-0203		
Newport Homes	Co	108 West Marble Street	Wylie	TX	75098	(972) 442-0231		
Nicholas Enterprises (NE Construction)	Co	17618 Davenport Road #4	Dallas	TX	75252-5964	(972) 380-6292		
Nichols Homes	Co	6131 Stichter Avenue	Dallas	TX	75230	(972) 373-9854		
Nieto Interior Construction	Rm	10027 Everton Place	Dallas	TX	75217	(972) 286-8264		
Nineties Co	Rm	4233 Ross Avenue	Dallas	TX	75204	(214) 823-5513		
Noles Construction Co	Co	210 South Cedar Ridge Drive	Duncanville	TX	75116	(972) 296-2333		
Norman Ron Construction	Rm	3320 Los Angeles Boulevard	Dallas	TX	75233	(972) 296-5740		
North Texas Housing	Rm	11610 Reeder Road	Dallas	TX	75229	(972) 241-3375		
Northhaven Builders Inc	Co	1467 Lemay Drive	Carrollton	TX	75007	(972) 446-0605		
Northhaven Homes	Co	PO Box 111727	Dallas	TX	75208	(817) 640-3376		
Norwest Home Improvements	Rm	8600 Harry Hines Boulevard	Dallas	TX	75235	(214) 678-1800		
Nu Home	Co	4533 Via James Jacobs	Dallas	TX	75211	(214) 333-9990		
Nu Homes Designs	Co	4141 Blue Lake Circle	Dallas	TX	75244	(972) 239-8739		
Oakdale Homes	Co	1821 Countryside	Carrollton	TX	75007	(972) 939-8270		
Oakmont Custom Homes	Co	102 Marys Court	Lewisville	TX	75057	(972) 434-3700		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Oliver Group The	Co	3465 Purdue Avenue	Dallas	TX	75225	(214) 357-7128		
Ott Bruce Custom Builders Inc	Co	5068 West Plano Parkway	Plano	TX	75093	(972) 267-7788		
P G C Services	Rm	2405 Adams Court	Irving	TX	75061	(972) 986-1240		
Pacific Builders	Co	11511 Luna Road	Farmers Branch	TX	75234	(972) 910-9387		
Pailet Co	Rm	7116 Wild Valley Drive	Dallas	TX	75231	(214) 249-2545		
Park Cities Builders	Rm	3416 Rosedale Avenue	Dallas	TX	75205	(214) 363-4101		
Park Place Homes	Co	7505 Oakhurst Trail	Garland	TX	75044	(972) 530-3336		
Parkview Homes	Co	105 Bluebonnet Circle	Sunnyvale	TX	75182	(972) 226-7489		
Parrish Construction	Co	2925 L B J Frwy	Dallas	TX	75218	(214) 321-1995		
Pasquinelli Portrait Homes of Texas	Co	9921 Independence Parkway	Plano	TX	75025	(972) 377-0926		
Patterson Design & Construction	Rm	601 Ten Mile Drive	DeSoto	TX	75115	(97) 223-8793		
Patton Contractors	Co	1200 Main Street #710	Dallas	TX	75202	(214) 752-2539		
Paul Taylor Homes	Co	4222 Trinity Mills Road	Dallas	TX	75287	(972) 732-7800		
Pearson Homes	Co	2221 Justin Road #119143	Flower Mound	TX	75028	(972) 745-7517		
Pelham Companies	Co	6220 Bentwood Trail	Dallas	TX	75252	(972) 365-9750		
Penhollow Custom Homes Inc	Co	2605 Tulip Drive	Richardson	TX	75082	(972) 907-1266		
Perfect Surface	Rm	1615 Maryland Drive	Irving	TX	75061	(972) 251-1634		
Perry Homes	Co	2713 Stanford Drive	Flower Mound	TX	75022	(972) 355-0200		
Perry Homes Dallas Intown	Co	3931 Prescott Avenue	Dallas	TX	75204	(214) 526-4900		
Petrea's Custom Homes	Co	204 South Bois D'Arc Road	Forney	TX	75126	(972) 564-1910		
Phipps & Company	Co	17000 Preston Road Suite 200	Dallas	TX	75248	(972) 407-1970		
Phipp's Properties	Co	7 Ascot Drive	Duncanville	TX	75116	(972) 283-9065		
Pierce Homes	Co	1900 Justin Road Unit 200	Lewisville	TX	75077	(972) 318-1400		
Pine Ridge Homes	Co	4640 Shell Court	Plano	TX	75093	(972) 931-9999		
Pinnacle Homes	Co	5624 Gleneagles Drive	Plano	TX	75093	(972) 378-1200		
Plantation Homes	Co	1501 L B J Freeway	Dallas	TX	75234	(972) 733-3881		
Platinum Builders Inc	Rm	14934 Webb Chappel Road	Dallas	TX	75234	(972) 241-4441		
Pollard John & Associates	Co	1907 Wilshire Drive	Irving	TX	75061	(972) 259-2602		
Pollock Mel W Company	Co	5600 West Lovers Lane	Dallas	TX	75209	(214) 350-0500		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Pool Wes Custom Homes	Co	395 Straus Road	Cedar Hill	TX	75104	(972) 299-6080		
Porter Development LLC	Co	2902 Carlisle Street	Dallas	TX	75204	(214) 969-0405		
Portrait Homes	Co	7125 Wolfemont Land	Plano	TX	75025	(972) 527-5778		
Preferred Renovations	Rm	2975 Elm Grove Road	Wylie	TX	75098	(972) 412-9508		
Preston Homes Inc	Co	6601 Muirfield Circle	Plano	TX	75093	(972) 618-8133		
Pro Builders	Rm	3813 Bond Street	Rowlett	TX	75088	(972) 412-1810		
Pro Star Construction Inc	Rm	5611 Vinewood Drive	Garland	TX	75043	(972) 270-6030		
Professional Home Improvement	Rm	2129 West Parker Road Suite C	Plano	TX	75023	(972) 867-6287		
Protea Real Estate	Co	2501 Mayes Road Suite 100	Carrollton	TX	75006-1378	(972) 242-8750		
Pulte Homes Corp	Co	4808 Derby Lane	Dallas	TX	75227	(214) 381-4539		
Pyramid Building Services	Co	3919 Beechwood Lane	Dallas	TX	75220	(214) 353-0276		
Quivera Homes	Co	1400 Moccassin Trail	Lewisville	TX	75077	(972) 317-7456		
R & H Builders	Co	3402 Utah Avenue	Dallas	TX	75216	(214) 375-9927		
R & I Builders	Co	4145 Lawnview Avenue	Dallas	TX	75227	(214) 275-6476		
R & R Home Remodeling	Rm	3909 Wheelwright Drive	Garland	TX	75044	(972) 414-7056		
R & S Improvement Inc	Rm	712 S Beckley Avenue	Dallas	TX	75201	(214) 941-1551		
R A S Builders	Co	2156 Valley View Mall	Dallas	TX	75240	(972) 386-0305		
R A Smith & Co Inc	Co	18768 Wainsborough Lane	Dallas	TX	75287	(972) 381-9920		
R C S Homes	Co	7421 Ruston Lane	Irving	TX	75063	(972) 402-9137		
R E Creations	Rm	2414 Empire Central	Dallas	TX	75235	(214) 351-0074		
R E I G Inc	Co	3601 North Josey Lane	Carrollton	TX	75007	(972) 395-7502		
R E M Construction Co	Rm	1731 Wall Street Suite 205	Garland	TX	75041	(972) 412-7814		
R G S Contractors Inc	Co	6208 Canyon Drive, PO Box 7038	Amarillo	TX	79109	(806) 355-3387		
R H D Construction Company	Rm	401 North Interurban Street	Richardson	TX	75081	(972) 783-7007		
R K Custom Homes	Co	3342 East Highway 80	Mesquite	TX	75149	(972) 289-4700		
R Triplett Construction Inc	Rm	802 S Haskell Avenue	Dallas	TX	75223	(214) 823-2830		
R W I Custom Homes	Co	460 Lanier Road	Seagoville	TX	75159	(972) 476-2714		
Radco Construction	Rm	627 North Main Street	Irving	TX	75061	(972) 254-3098		
Rafter R Inc	Co	1100 Travis Circle South	Irving	TX	75038	(972) 252-0806		
Rains Custom Development	Co	448 West Bethel Road	Coppell	TX	75019	(972) 304-1967		
Ramirez Painting/Home Improvement	Rm	1414 Villars Street	Dallas	TX	75204	(214) 826-7336		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Ramsey Enterprises Inc	Rm	PO Box 725	Dallas	TX	75221	(214) 912-7586		
Randall Hall Design/Build & Remodeling	Rm	10904 Sanden Drive	Dallas	TX	75238	(214) 341-3365		
Ranger Remodeling Inc	Rm	1000 Murl Drive	Irving	TX	75062	(972) 252-2766		
Rayl Development Inc	Rm	5304 Nakoma Drive	Dallas	TX	75209	(214) 352-2600		
Rayner J E General Contractor	Rm	506 West Ferndale Lane	Grand Prairie	TX	75052	(972) 642-1426		
Rea Construction	Co	PO Box 7330	McMinnville	TN	37111-7330	(931) 506-9260		
Red River Custom Homes	Co	9500 Forest Lane	Dallas	TX	75243	(214) 341-6799		
Reeves Renovations	Rm	14900 Lasater Road	Dallas	TX	75253	(972) 913-0963		
Regan Custom Homes	Co	2829 Colleen Drive	Garland	TX	75043	(972) 840-2080		
Reilly Homes Inc	Co	3626 North Hall Street #700	Dallas	TX	75219	(214) 528-2645		
Rene Designs & Associates	Rm	608 Sonora Court	Irving	TX	75062	(972) 717-7566		
Renovations	Rm	11111 Ables Lane #120	Dallas	TX	75229	(972) 488-8402		
Renovators R Us	Rm	1721 Sterling Lane	Lewisville	TX	75067	(972) 219-7772		
Resource Construction-Dallas	Co	6510 Abrams Raod Suite 620	Dallas	TX	75231	(214) 349-0171		
Revest Home Improvements	Rm	5206 Stagecoach Lane	Garland	TX	75043	(214) 287-9212		
Richard Allen Constr & Repair	Rm	3519 Miles Street	Dallas	TX	75209	(972) 889-3035		
Richard Fuller Homes	Co	1721 West Plano Parkway	Plano	TX	75075	(972) 633-5026		
Rick May Construction	Co	17811 Davenport Road	Dallas	TX	75252	(972) 248-7383		
Ridgeview Custom Home	Co	308 NW 2nd Street	Grand Prairie	TX	75050	(972) 642-5855		
Ridgeview Ranch West	Co	9629 Bull Creek Drive	Plano	TX	75025	(972) 377-0423		
Ringer J Custom Homes	Co	5600 West Lovers Lane	Dallas	TX	75209	(214) 351-1106		
Riseman Development Co	Co	17718 Cedar Creek Canyon Drive	Dallas	TX	75252	(972) 733-3040		
Riverstone Custom Homes	Co	2810 Twin Coves Drive	Lewisville	TX	75077	(972) 317-2414		
Robert Austin Jones Custom Homes Ltd	Co	2113 Ironside Drive	Plano	TX	75075	(972) 398-0418		
Robert Clements Custom Homes	Co	3400 Hilltop Lane	Plano	TX	75023	(972) 612-6216		
Robert Jr Home Repair	Rm	8505 C F Hawn Freeway	Dallas	TX	75217	(214) 391-8688		
Robert L Hankinson Inc	Co	6517 Hillcrest Avenue Suite 403	Dallas	TX	75205	(214) 265-9787		
Roberts Steve Custom Builders Inc	Co	5301 Village Creek Drive	Plano	TX	75093	(972) 733-1999		
Rockland Homes	Co	3818 Brown Street	Dallas	TX	75219	(214) 219-8700		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Rod's Home Repair and Remodeling	Rm	842 South Galloway Avenue	Mesquite	TX	75149	(972) 288-3027		
Roffino Construction	Rm	4620 Club Estate Place	Mesquite	TX	75150	(972) 270-3636		
Ron Williams Construction	Rm	3530 Forest Lane Suite 170	Dallas	TX	75234	(214) 352-9765		
Ropal Homes	Co	6918 Northwood Road	Dallas	TX	75225	(214) 691-5309		
Rosemont Custom Homes	Co	6001 Gateridge Drive	Flower Mound	TX	75028	(972) 539-1640		
Rosewood Homes	Co	17931 Windtop Lane	Dallas	TX	75287	(972) 250-3700		
Round Robin Custom Homes	Co	2809 Regal Road	Plano	TX	75075	(972) 964-7160		
Rozier & Sons Inc	Rm	117 North Murphy Road	Plano	TX	75094	(972) 424-2178		
Rubino Construction Inc	Rm	5005 Coffeyville Trail	Grand Prairie	TX	75052	(972) 641-6884		
Rupley-Speed Inc	Co	4699 Production Drive	Dallas	TX	75235	(214) 638-5273		
Russell Don Construction Inc	Rm	14061 Far Hills Lane	Dallas	TX	75240	(972) 991-0284		
Ryland Homes	Co	2563 Concordant Trail	Dallas	TX	75237	(972) 283-9777		
S & G Sales	Co	301 East Greenbriar Lane	Dallas	TX	75203	(214) 941-9495		
S & L Construction & Repair	Rm	15138 Marsha Drive	Mesquite	TX	75180	(972) 557-1615		
S E C Builders	Co	3932 West Northwest Highway Suite 289	Dallas	TX	75220	(214) 357-9861		
Sanchez Quality Remodeling	Rm	320 Donna Drive	Wylie	TX	75098	(972) 442-4406		
Sanders & Assoc Custom Builder	Co	12850 Hillcrest Road #200	Dallas	TX	75230	(972) 713-8494		
Sanders Construction Inc	Co	330 S R L Thornton Freeway	Dallas	TX	75203	(214) 943-1971		
Santa Fe Estate Inc	Co	4008 Leon Drive	Plano	TX	75074	(972) 424-3000		
Santee Custom Homes Inc	Co	4814 Dozier Road	Carrollton	TX	75010	(972) 939-7999		
Schefer Woodworking	Rm	3542 Security Street Suite H	Garland	TX	75042	(214) 342-3801		
Scott Douglas Homes	Co	8609 NW Plaza Drive	Dallas	TX	75225	(214) 363-6243		
Scott Felder Homes	Co	4233 Donnington Drive	Plano	TX	75093	(972) 596-6008		
Scotty's	Rm	5720 L B J Freeway Suite 350	Dallas	TX	75240	(972) 490-9930		
Sean Reilly	Rm	1921 Whitney Drive	Garland	TX	75040	(972) 272-0300		
Sebastian & Associates	Rm	3800 Miramar Avenue	Dallas	TX	75205	(214) 252-0038		
Seco Construction	Rm	1325 Whitlock Lane	Carrollton	TX	75006	(972) 466-0105		
Semper Fi Remodeling & Repair	Rm	509 Kingsley	Garland	TX	75041	(972) 633-0933		
Serna Home Repair	Rm	3821 Acorn Green Circle	Garland	TX	75043	(972) 226-4250		
Shaddock Builders & Developers Inc	Co	7420 Ivanhoe Drive	Plano	TX	75024	(972) 312-8570		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Sharif & Munir	Co	2801 Turtle Creek Boulevard	Dallas	TX	75219	(214) 528-1755		
Sharon Amacker Construction Co	Rm	1332 Highland Road	Dallas	TX	75218	(214) 340-7365		
Shearin Construction Co	Rm	PO Box 12451	Dallas	TX	75225	(214) 328-1884		
Shepard Place Homes	Co	519 Willow Lane	Forney	TX	75126	(972) 564-9299		
Sheriman Smith & Associates	Co	4100 Bryan Street	Dallas	TX	75204	(214) 821-2385		
Short Construction Co	Co	10155 Plano Road Suite 105	Dallas	TX	75238	(214) 348-5959		
Sierra-Southwest Homes Inc	Co	2043 Vista Drive	Lewisville	TX	75067	(972) 315-0969		
Signate Custom Homes	Co	112 Alpine Drive	DeSoto	TX	75115	(972) 230-8223		
Signature Properties	Co	5950 Berkshire Lane Suite 1020	Dallas	TX	75225	(214) 891-3272		
Simon's Complete Maintenance	Rm	1605 Lake Shore Lane	Plano	TX	75023	(972) 612-6102		
Simpson Housing Ltd	Co	3201 South Tamarac Drive Suite 200	Denver	CO	80231	(303) 750-8700		
Sims Remodeling & Construction	Rm	410 North Greenstone Lane	Duncanville	TX	75116	(972) 296-8848		
Skyline Builders	Co	1333 North Stemmons Freeway	Dallas	TX	75207	(214) 752-3588		
Smith Bailey Co	Rm	622 Blaylock Drive	Dallas	TX	75203	(214) 941-4611		
Smith Home Repair	Rm	2121 Larkspur Drive	Carrollton	TX	75010	(972) 394-1927		
Smith William Custom Works	Rm	1613 Railhead Place	Carrollton	TX	75007	(972) 741-0361		
Snyder Construction Inc	Co	4202 Shadybrook Lane	Rowlett	TX	75088	(972) 475-2016		
Sotherby Homes	Co	2712 Millwood Drive	Richardson	TX	75082	(972) 761-0299		
Southern Best Remodeling	Rm	114 Trae Street	Irving	TX	75060	(972) 986-1564		
Southern Building & Investment	Co	1002 South Edmonds Lane	Lewisville	TX	75067	(972) 420-8554		
Southern Building & Restoration	Rm	214 West 12th Street	Dallas	TX	75208	(214) 948-3191		
Southwest Sports Group	Co	1000 Ballpark Way Suite 400	Arlington	TX	76011	(817) 273-5222		
Sovereign Homes Corp	Co	8401 North Central Expressway	Dallas	TX	75225	(214) 292-3440		
Sparks David	Co	305 Southlake Drive	Forney	TX	75126	(972) 564-9008		
Spence Custom Homes	Co	211 Masters Avenue	Wylie	TX	75098	(972) 442-3901		
Spring Valley Construction Co	Co	10950 Alder Circle	Dallas	TX	75238-1353	(214) 340-9800		
Springfield Custom Homes	Co	17218 Preston Road #300	Plano	TX	75023	(972) 491-3612		
St John Custom Homes Inc	Co	1101 South Highway 78	Wylie	TX	75098	(972) 442-2238		
Stan Storozuk Contracting	Rm	4801 Jennings Drive	The Colony	TX	75056	(972) 625-1515		
Standard Pacific Homes	Co	2815 Kettering Court	Grand Prairie	TX	75052	(972) 647-1717		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Standridge G Builder Inc	Co	300 Pinyon Lane	Coppell	TX	75019	(972) 393-1860		
Stanfield Builders	Rm	7141 Envoy Court	Dallas	TX	75247	(214) 634-1977		
Star Company	Rm	4821 Gordon Smith Drive	Richardson	TX	75080	(972) 412-7766		
Stark Companies The	Rm	5551 Yale Boulevard	Dallas	TX	75206	(214) 691-0699		
Starmark Custom Homes	Co	6509 Terrace Drive	The Colony	TX	75056	(972) 370-0755		
Starrie Homes	Co	716 Olde Towne Drive	Irving	TX	75061	(972) 313-0959		
Statewide Remodeling	Rm	2940 North State Highway 360	Grand Prairie	TX	75050	(972) 621-0222		
Steel Frame Homes of Texas Inc	Co	1342 Eubanks Road	Combine	TX	75159	(972) 476-6662		
Stellar Renovation	Rm	842 North Clinton Avenue	Dallas	TX	75208	(214) 942-6846		
Stephenson Custom Builders	Co	5057 Bridge Creek Drive	Plano	TX	75093	(972) 378-0990		
Stewart Construction	Rm	1920 Aliso Road	Plano	TX	75074	(972) 578-5012		
Stillwell Building Systems Inc	Rm	6220 North Belt Line Road Suite 212	Irving	TX	75063	(972) 550-8292		
Stirling Wainscott Builder	Co	4815 Keller Springs Road	Addison	TX	75001	(972) 931-0014		
Stoker Co	Rm	1301 Summit Avenue Unit 3	Plano	TX	75074	(972) 424-1019		
Stonecreek Custom Homes Inc	Co	2109 Winslow Drive	Plano	TX	75023	(972) 618-8565		
Stonecrest Custom Homes	Co	PO Box 261048	Plano	TX	75026	(972) 618-7331		
Stonegate Homes	Co	3403 N Fitzhugh Avenue #252	Dallas	TX	75204	(214) 521-2552		
Stonehenge Builders	Co	16901 Dallas Parkway Suite 213	Addison	TX	75001	(972) 930-9404		
Stonewall Construction	Co	6930 Gaston Avenue	Dallas	TX	75214	(214) 320-9011		
Strand Construction	Rm	1350 East Parkerville Road	DeSoto	TX	75115	(972) 223-2898		
Strange Billy	Rm	1302 South Alexander Avenue	Duncanville	TX	75137	(972) 709-5132		
Street Custom Homes	Co	200 East Belt Line Road Building E	Coppell	TX	75019	(972) 393-2078		
Stuart Construction Co	Rm	6613 Ruger Drive	Plano	TX	75023	(972) 424-0335		
Stuart Margol Companies	Rm	17630 Davenport Road	Dallas	TX	75252	(972) 713-7600		
Suburban Building Services	Rm	PO Box 742884	Mesquite	TX	75150	(972) 270-6005		
Sumeer Homes	Co	1200 Ashford Drive	DeSoto	TX	75115	(972) 223-0042		
Summerfield's Home Improvement	Rm	6529 Rock Canyon Trail	Dallas	TX	75232	(972) 283-8620		
Summit Custom Homes Inc	Co	12900 Preston Road	Dallas	TX	75230	(972) 385-8311		
Summit Homes	Co	30 Santa Monica Circle	Wylie	TX	75098	(972) 422-4968		
Sun Bay Homes	Co	5225 Village Creek Drive Unit	Plano	TX	75093	(972) 267-7355		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
		400						
Sunrise East Building & Marketing Co	Co	1305 Travis Circle South	Irving	TX	75038	(972) 252-4755		
Sunrise Remodelers & Builders	Rm	717 Bowman Street	Irving	TX	75060	(972) 251-1513		
Superior Remodeling	Rm	1818 North 135th, Suite 116	Carrollton	TX	75006	(972) 245-8229		
Supreme Custom Builders	Co	9420 Pinehaven Drive	Dallas	TX	75227	(214) 388-7057		
Swan-Man Handyman Service	Rm	4218 Martindale Drive	Garland	TX	75043	(214) 224-2134		
T F Stone Construction	Co	13760 Noel Road, Suite 1000	Dallas	TX	75240	(972) 931-9911		
T J Robson Co	Rm	PO Box 621	Coppell	TX	75019	(972) 393-2121		
T J's Construction	Rm	408 Round Grove Road	Lewisville	TX	75057	(972) 578-0296		
Tam's Construction & Remodeling	Rm	502 Tiffany Trail	Richardson	TX	75081	(214) 924-7888		
Tapestry Custom Homes	Co	6920 Brentfield Drive	Dallas	TX	75248	(972) 931-1972		
Target Construction & Remodeling	Rm	6237 Rufe Snow Drive	Fort Worth	TX	76148	(817) 498-3231		
Taylor Paul Homes	Co	3292 Candlewood Trail	Plano	TX	75023	(972) 618-3000		
Taz Remodeling	Rm	1920 North Beckley Street	Lancaster	TX	75134	(972) 228-0253		
Technical Olympia USA Inc	Co	3624 Long Prairie Road	Flower Mound	TX	75022	(972) 899-8800		
Ted Small Construction	Co	5939 Harry Hines Boulevard	Dallas	TX	75235	(214) 879-3950		
Tedex Co	Co	1608 West Five Mile Parkway	Dallas	TX	75224	(214) 339-8795		
Tegrus Construction Company	Co	1395 North Highway 67	Cedar Hill	TX	75104	(972) 291-2000		
Tejas Homes Inc	Co	625 Missionary Ridge	DeSoto	TX	75115	(972) 274-9989		
Temple Contracting	Co	518 North Oak Cliff Boulevard	Dallas	TX	75208	(214) 942-9461		
Terry Sisk Construction	Co	PO Box 820422	Fort Worth	TX	76182-0422	(817) 683-7849		
Texan Certified Builders Inc	Co	7503 Christie Lane	Dallas	TX	75249	(972) 709-5216		
Texas Classic Homes	Co	14001 Dallas Parkway Unit 1200	Dallas	TX	75240	(972) 663-8440		
Texas Custom Homes	Co	709 West Broad Street	Forney	TX	75126	(972) 564-2900		
Texas Home Services	Rm	1301 South Elm Street Suite 104	Carrollton	TX	75006	(972) 323-0472		
T-Ham Builders	Co	809 Raintree Lane	DeSoto	TX	75115	(972) 230-4949		
Thomas Custom Homes	Co	819 Timber Ridge Drive	Cedar Hill	TX	75104	(972) 291-0703		
Thomas E Russell Inc	Rm	5121 Gordon Smith Drive	Rowlett	TX	75088	(972) 475-6026		
Thomas R Matter Inc	Co	4514 Cole Avenue Suite 600	Dallas	TX	75205	(214) 559-7117		
Thomas Remodeling Inc	Rm	405 North Bowser Road	Richardson	TX	75081	(972) 235-9111		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Thomas Towers of Texas	Co	5115 Oak Tree Circle	Dallas	TX	75287	(972) 267-5448		
Thompson Bob Homes Inc	Co	16980 Dallas Parkway Suite 204	Dallas	TX	75248	(972) 931-9595		
Thompson R M & Co	Rm	PO Box 831662	Richardson	TX	75083	(972) 690-6874		
Thorn Builders	Co	509 Bellah Drive	Irving	TX	75062	(972) 986-1478		
Timbergreen Custom Homes	Co	4659 Westgrove Drive	Addison	TX	75001	(972) 248-2162		
Timberwood Homes	Co	3856 Brandon Park Drive	Garland	TX	75044	(972) 496-5029		
Todd & Hughes Building Inc	Co	3440 Sojourn Drive	Carrollton	TX	75006	(972) 380-9110		
Toll Brothers Inc	Co	4301 Providence Lane	Flower Mound	TX	75022	(972) 355-8508		
Tom Gardner Construction Co	Rm	3330 Brook Glen Drive	Garland	TX	75044	(972) 494-2222		
Tomar Homes	Co	1400 Carriage Creek Drive	DeSoto	TX	75115	(972) 223-4181		
Tommy Murphy General Contractor	Co	8358 Moberly Lane	Dallas	TX	75227	(214) 275-0569		
Total Home Repairs	Rm	7715 Chattington Drive	Dallas	TX	75248	(972) 392-0770		
Townhomes of Addison	Co	4121 Juliard Drive	Dallas	TX	75244	(972) 503-2707		
Trademark	Co	8214 Westchester Drive	Dallas	TX	75225	(214) 692-3561		
Traditions Custom Homes	Co	1400 Summit Avenue	Plano	TX	75074	(972) 424-9792		
Trend Builders	Rm	409 North Jefferson Street	Irving	TX	75061	(972) 438-8724		
Tri Development co	Co	5310 Forest Lane	Dallas	TX	75244	(214) 265-8570		
Tribble & Stephens Co.	Co	8580 Katy Frwy #320	Houston	TX	77024	(713) 465-8550		gkelley@tribblestephens.com
Triple R General Contractors	Co	1316 West Commerce Street	Dallas	TX	75208	(214) 752-7292		
Turner Construction Co	Co	13601 Preston Road Suite 500W	Dallas	TX	75240	(972) 392-0560		www.turnerconstruction.com
Turner's Home Repair	Rm	420 South Walker Street	Mesquite	TX	75149	(972) 285-2113		
Twin Star Homes	Co	17304 Preston Road	Dallas	TX	75252	(972) 733-6515		
U C C Total Home	Co	850 North Dorothy Road	Richardson	TX	75081	(972) 238-1068		
U S Home Corp	Co	801 West Freeway Street	Grand Prairie	TX	75051	(972) 263-8351		
U S Remodelers	Rm	1341 W Mockingbird Lane	Dallas	TX	75247	(214) 267-2000		
Underwood Company The	Rm	25 Highland Park Village Suite 337	Dallas	TX	75205	(214) 521-3745		
Unique Building Services	Co	402 North Barnett Avenue	Dallas	TX	75211	(214) 337-3274		
United Homecraft	Co	1565 West Main Street	Lewisville	TX	75067	(972) 436-0541		
United-Bilt Homes Inc	Co	2516 North Beckley Street	Lancaster	TX	75134	(972) 228-2178		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Urban Ovations	Rm	1015 Erin Drive	Dallas	TX	75218	(214) 328-5048		
Vandiver Enterprises	Rm	5400 Village Green Drive	Mesquite	TX	75150	(972) 270-5856		
Vaughan Construction & Remodeling	Rm	705 Skyline Road	Grand Prairie	TX	75051	(972) 262-2393		
Vaughan Group The	Rm	11020 Audelia Road Suite B104	Dallas	TX	75243	(214) 348-4200		
Velta Homes Inc	Co	2436 Clear Creek Court	Cedar Hill	TX	75104	(972) 299-6099		
Verizon Southwest Area Office	Co	500 East Carpenter Freeway	Irving	TX	75062	(972) 717-7700		
Victory Remodeling & Construction	Rm	706 Little Creek Drive	Duncanville	TX	75116	(972) 230-7413		
Vida Co	Rm	1924 Hillview Street	Mesquite	TX	75149	(972) 216-8635		
Village Custom Homes	Co	4925 Greenville Avenue	Dallas	TX	75206	(214) 265-9888		
Vines-Herrin Homes	Co	5920 West Plano Parkway	Plano	TX	75093	(972) 267-0332		
Vista Custom Homes	Co	913 Hickory Knob Circle	Cedar Hill	TX	75104	(972) 291-5995		
Vonne Contracting	Rm	2103 Luau Street	Mesquite	TX	75150	(972) 270-9922		
W Brown Custom Builders	Co	4111 North Central Expressway	Dallas	TX	75204	(214) 559-6500		
W C M Services	Rm	201 South Mill Suite 121-157	The Colony	TX	75056	(214) 913-0842		
W D D Corp	Co	4347 South Hampton Road Suite 115	Dallas	TX	75232	(214) 337-6757		
W E W Inc	Rm	5606 Palomar Lane	Dallas	TX	75229	(214) 987-2545		
Wade Hampton Custom Home	Co	4918 Willowhaven Circle	Garland	TX	75043	(972) 279-0232		
Wallace J D Co	Co	1338 Rogers Avenue	Lancaster	TX	75134	(972) 227-4317		
Warren Construction	Co	1334 Eastern Heights Drive	Mesquite	TX	75149	(972) 285-8549		
Watermark Custom Homes	Co	5001 L B J Freeway	Dallas	TX	75244	(972) 960-6650		
Webb Homes	Co	5343 Spring Valley Road	Dallas	TX	75240	(214) 368-0892		
Wes McKenzie Custom Homes	Co	3313 Wentwood Drive	Dallas	TX	75225	(214) 265-0461		
Westbrook Homes Inc	Co	917 Granview Drive	Lewisville	TX	75067	(972) 459-9342		
Westchester Homes	Co	903 Rutherford Drive	Mesquite	TX	75149	(972) 329-1099		
WHH Properties Inc	Rm	3936 Southwestern Boulevard	Dallas	TX	75225	(214) 361-2071		
Whiddon Homes Inc	Co	5613 Kelly Lane	Plano	TX	75093	(972) 733-1825		
White Oak Builders	Co	5720 Forest Park Road	Dallas	TX	75235	(214) 358-0733		
Wiley Construction	Rm	516 Campana Court	Irving	TX	75061	(972) 253-0064		
William Miller Construction	Rm	6412 Windsong Drive	Dallas	TX	75252	(972) 596-1214		
Wilson Building	Co	1611 Main Street	Dallas	TX	75201	(214) 741-2112		
Wilson Company Custom Homes The	Co	18723 Lloyd Circle	Dallas	TX	75252	(972) 250-2507		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

Company	Role	Address	City	State	Zip	Telephone	Fax	Website/Email
Winfield Homes	Co	12850 Hillcrest Road #200	Dallas	TX	75230	(972) 248-0764		
Wisdom John & Associates	Rm	2806 Las Campanas Drive	Dallas	TX	75234	(972) 247-1765		
Woldt Quality Homes	Co	6805 Hillcrest Avenue	Dallas	TX	75205	(214) 987-9174		
Wolter, Gabriel	Co	857 Highland Village Road	Lewisville	TX	75077	(972) 317-7323		
Woodhaven Homes	Co	416 Buckskin Drive	Dallas	TX	75219	(972) 617-1065		
Woodman Remodeling	Rm	1809 Timbercreek Drive	Garland	TX	75042	(972) 276-8037		
Workhorse Construction	Rm	1207 Glencliff Drive	Dallas	TX	75217	(214) 391-8880		
Wright Construction	Rm	800 Paula Street	Irving	TX	75060	(972) 790-8904		
Wright Contracting	Co	4301 Alpha Road	Dallas	TX	75244	(972) 503-6364		
Wright Way Construction	Rm	702 East Pleasant Run Road	Cedar Hill	TX	75104	(972) 299-6364		
Wyndem Homes	Co	4602 Cherokee Path	Carrollton	TX	75010	(972) 492-0312		
Wyndsor Custom Homes	Co	6901 Whisperfield Drive	Plano	TX	75024	(972) 668-5600		
Yashu'a Construction	Rm	233 Alexandria Street	Mesquite	TX	75149	(972) 288-3407		
Z 1 Remodeling	Rm	114350 Elm Road	Mesquite	TX	75180	(972) 877-9556		
Zachry Construction	Co	1700 West Belt Line Road	Carrollton	TX	75006	(972) 245-8683		
Zipper Construction Co	Co	10207 Plummer Drive	Dallas	TX	75228	(972) 2[illegible]0-3450		
Zmolik Brothers Custom Homes Inc	Co	312 North McGraw Street	Forney	TX	75126	(972) [illegible]-3517		

Role Descriptions
Co – Contractor, Developer or Owner
Rm - Remodeler

3.0 ASSOCIATIONS

Association Name	Address	Telephone	Fax	Web
American Architectural Manufacturers Association	1827 Walden Office Square, Suite 104, Schaumburg IL 60173-4268	(847) 303-5664	(847) 303-5774	http://www.aamanet.org
American Fiberboard Association	1210 West Northwest Highway, Palatine, IL 60067	(847) 934-8394		www.fiberboard.org
American Hardboard Association	1210 West Northwest Highway, Palatine, IL 60067	(847) 934-8800	(847) 934-8803	www.hardboard.org
American Institute of Architects	1735 New York Avenue, NW, Washington DC 20006	(800) AIA-3837	(202) 626-7547	
American Institute of Architects, Texas	816 Congress Avenue Suite 970, Austin, TX 78701-2443	(512) 478-7386	(512) 478-0528	www.texasarchitect.org
American Institute of Architects, Dallas	1444 Oaklawn Avenue Suite 600, Dallas, TX 75207	(214) 742-3242	(214) 742-3253	www.dallasaia.org
APA – The Engineered Wood Association	7011 South 19th Street, Tacoma, WA 98411	(253) 565-6600	(253) 565-7256	www.apawood.org
Brick Industry Association	11490 Commerce Park Drive, Reston, VA 20191	(703) 620-0010	(703) 620-3928	www.brickinfo.org
Canadian Manufactured Housing Institute	Suite 500, 150 Laurier Avenue West, Ottawa ON K1P 5J4	(613) 563-3520	(613) 232-8600	www.cmhi.ca
Home Improvement Research Institute (HIRI)	3922 Coconut Palm Drive, 3rd Floor, Tampa, FL 33619	(813) 627-6750	(813) 627-7063	www.hiri.org
Texas Manufactured Housing	8105 Exchange Drive,	(512) 459-1221	(512) 459-1511	www.texasmha.com

Association Name	Address	Telephone	Fax	Web
Association	PO Box 141429, Austin TX 78714			
International Log Builders' Association	PO Box 775, Lumby, BC V0E 2G0	(250) 547-8775 or (800) 532-2900	(250) 547-8775	www.logassociation.org
Kitchen Cabinet Manufacturers Association	1899 Preston White Drive, Reston, VA 20191	(703) 264-1690	(703) 620-6530	www.kcma.org
The Manufactured Housing Institute	2101 Wilson Blvd., Suite 610, Arlington VA 22201-3062	(703) 558-0400	(703) 558-0401	www.manufacturedhousing.org
National Association of Aluminum Distributors	1900 Arch Street, Philadelphia, PA 19103-1498	(215) 564-3484	(215) 963-9784	www.naad.org
National Association of Floor Covering Distributors	401 North Michigan Avenue, Chicago, IL 60611	(312) 321-6836	(312) 245-1085	www.nafdc.com
National Association of Homebuilders	1201 15th Street, NW, Washington, DC 20005	(800) 368-5242 or (202) 266-8200		www.nahb.com
National Association of the Remodeling Industry	780 Lee Street, Suite 108, Des Plaines, IL 60016	(847) 298-9200	(847) 298-9225	www.nari.org
National Concrete Masonry Association	2302 Horse Pen Road, Herndon, VA 20171-3499	(703) 713-1900	(703) 713-1910	www.ncma.org
National Kitchen and Bath Association	687 Willow Grove St., Hackettstown, NJ 07840	(908) 852-0033	(908) 852-1695	www.kitchenweb.com
National Lumber and Building Material Dealers Association	40 Ivy Street, SE, Washington, DC 20003	(202) 547-2230 or (800) 634-8645	(202) 547-7650	www.dealer.org/nlbmda/index.htm
National Wood Window and Door Manufacturers Association	1400 East Touhy Avenue, Suite 470, Des Plaines, IL	(800) 223-2301	(847) 299-1286	www.nwwda.org

Association Name	Address	Telephone	Fax	Web
	60018			
North American Building Material Distribution Association	401 North Michigan Avenue, Chicago, IL 60611	(312) 321-6845	(312) 644-0310	www.nbmda.org
Vinyl Siding Institute	1801 K Street NW, Suite 600K, Washington, DC 20006-1301	(202) 974-5200	(202) 296-7005	www.vinylsiding.org
Window and Door Manufacturers Association	1400 East Touhy Avenue, Suite 470, Des Plaines, IL 60018-3305	(800) 223-2301	(847) 299-1286	www.windoorweb.com or www.wdma.com
Wood Moulding and Millwork Producers Association	507 First Street, Woodland, CA 95695	(530) 661-9591	(530) 661-9586	www.wmmpa.com

4.0 IMPORTANT WEBSITES

Description	Type of Information Available	Web Site
Anti-dumping and Countervailing Directorate	Part of Canada Customs Revenue Agency, information for exporters	http://www.ccra-adrc.gc.ca/sima
Architects' First Source	Information on suppliers, construction materials and other resources	http://www.afsonl.com
Automated Customs Information Service	Computerized, 24-hour telephone service providing recorded information, telephone 1-800-461-9999 within Canada	http://www.ccra-adrc.gc.ca/E/pub/cp/rc4040ed/rc4040ed/html
BOCA International (Building Officials and Code Administrators International)	Promotes use of common building code internationally, offices in Illinois, New York, Ohio, Oklahoma and Pennsylvania	http://www.bocai.org
Buildcore Supplier Index	List of product information organized by Master Format ™ classification system	http://www.buildcore.com/bps_mnf.htm
Building Team	Codes database with detailed information on building codes for all 50 states	http://buildingteam.com/codes/index.asp
BuildNet	Builder management software provider	http://www.buildnet/com
Bureau of Economic Analysis-Regional Accounts Data	Economic data	http://www.bea.doc.gov/bea/regional/bearfacts
Business Development Bank of Canada (BDC)	Working capital for exporters	http://bdc.ca
Canada Business Service Centres	Located in every province and territory, providing information on programs and regulations	http://www.cbsc.org/english
Canada Customs and Revenue Agency (CCRA)	See "Customs" panel, then look up "Business" section	http://ccra-adrc.gc.ca
Canada Export Awards	Presented annually in October	http://infoexport.gc.ca/awards/menu-e.asp
Canada-U.S. Business Associations	List of Business Associations	http://infoexport.gc.ca/bilateral/tableofContent-e.asp#unitedstates
CanadExport	Newsletter produced by DFAIT	http://www.dfait-maeci.gc.ca/english/news/newsletr/cane

Description	Type of Information Available	Web Site
		x
Canadian Automated Export Declaration (CAED)	Software application to help streamline exports	http://www..statcan.ca/english/exports/overview.htm
Canadian Builders' Online Resource Centre	Trade directory	http://www.canadianbuilders/com
Canadian Building Products Directory	Information on Canadian suppliers of manufactured buildings, doors, windows, cabinets, flooring, siding	http://canadabuild.com
Canadian Commercial Corporation (CCC)	International trade facilitator, US government bid matching service	http://www.ccc.ca
Canadian Company Capability (Strategis – Industry Canada)	Database of Canadian companies and products and services	http://strategis.ic.gc.ca/sc_coinf/ccc/engdoc/homepage.html
Canadian Exporters Catalogue	Provides information to foreign buyers about Canadian companies and their products and services	http://www.worldexport.com
Canadian Exporter's Guide to the Internet	Located in Strategis website	http://strategis.ic.gc.ca/SSG/bi18106e-.html
Canadian Home Builders' Association	Association representing all sectors of Canada's housing industry	http://www.chba.ca
Canadian Housing Export Review Newsletter	Bi-monthly newsletter	http://www.cmhc-schl.gc.ca/chec-cceh/en/library_o.html#news
Canadian International Freight Forwarders Association	Freight forwarding, including directory of members	http://www.ciffa.com
Canadian Manufactured Housing Institute	Represents industry on national and international issues	http://www.cmhi.ca/cmhi.1.html
Canadian Manufacturers and Exporters	Business network, advocacy	http://www.palantir.ca/the-alliance
Canadian Standards Association (CSA)	Assistance with marketing requirements	http://csa-international.org
Canadian Trade Commissioner Service	Market reports, Export promotion and market entry	http://www.infoexport.gc.ca
Canadian Trade Index	Published by Association of Manufacturers and Exporters Canada	http://www.ctidirectory.com

Description	Type of Information Available	Web Site
Census and Data User Services	Census data	http://www.cadus.ilstu.edu/database/county.xls
CMHC (Canada Mortgage and Housing Corporation)	"How to Export" guides, Market for US, Housing sector information, Export promotion and market entry, Trade mission organizer	http://www.cmhc-schl.gc.ca/chec-cceh/en
CommerceNet	Non-profit organization focused on e-commerce	http://www.commerce.net
Compass World Wide Services Inc.	Exports logistics including checklists of what needs to be included in various forms and contracts	http://www.compasswws.com
Construction Market Data Group	Source of project information and market intelligence for US	http://www.cmdonl.com
Cross Border Tax & Transactions	Information on international tax planning and transactions in the US	http://www.crossborder.com
Department of Foreign Affairs and International Trade (DFAIT)	Administration of Export and Import Permits Act	http://www.dfait-maeci.gc.ca/~eicb/epd_home.htm
Euler ACI	Commercial debt insurance	http://www.eulergroup.com
Exhibition Database	Expobase provides information on 20,000 trade shows around the world	http://www.expobase.com
Expobase	Resource of trade shows and events (subscription required)	http://www.expobase.com
Expoguide	Resource for worldwide trade shows and conferences	http://www.expoguide.com
Export and Import Controls Bureau	DFAIT information on licenses, procedures and regulation	http://www.dfait-maeci.gc.ca/trade/~eicb
Export Development Corporation (EDC)	Selected projects that provide opportunities for Canadian companies, Export trade and project financing, Export insurance	http://www.edc-see.ca
Export Wise Magazine	Online magazine by Export Development Corporation	http://www.edc-see.ca/corpinfo/pubs/index_e/htm
Exporters to the USA (EXTUS) Program	Assisting successful exporters to expand to other US regions	http://www.dfait-maeci.gc.ca
Exporting Documentation	List of customs forms, certificates and documentation required by Canada Customs Revenue Agency	http://www.ccra-adrc.C98gc.ca/customs/business/exporti

Description	Type of Information Available	Web Site
		ng/docu-e.html
ExportSource	Single access point to all trade-related Canadian government departments and agencies	http://exportsource.gc.ca/index2_e.html
ExportUSA	Programs to assist Canadian firms looking to export to the US	http://www.dev.dfait-maeci.gc.ca/demo/Canadaustest/canadabeta/ibd/export_info.htm
ExportUSA Calendar of Events	Calendar of events for NEBS and Reverse NEBS	http://dfait-maeci.gc.ca/geo/usa/nebs-00-e.asp
Floor Covering Weekly	Online flooring industry magazine	http://www.floorcoveringweekly.com
Floor Focus Online	Online flooring industry magazine	http://www.floorfocus.com
Forum for International Trade Training (FITT)	Centre for international trade training provides programs	http://www.fitt.ca/frame.htm
Freddie Mac	US corporation chartered by Congress to increase supply of funds available to homebuyers	http://www.freddiemac.com
Freightworld	Online guide to worldwide freight transportation and logistics	http://www.freightworld.com
F.W. Dodge, McGraw-Hill Construction Information Group	Source for design and construction information, including detailed forecasts for products	http://www.fwdodge.com
Harvard University, Joint Center for Housing Studies	Analysis of housing sectors, forecasts for remodelling	http://www.gsd.harvard.edu/jcenter
Home Center News	Online magazine for home centres	http://www.homecenternews.com
I Trade Finance Inc.	International short term export and import trade finance	http://www.itfi.net/index/htm
Industry Canada	Industry Canada	http://info.ic.gc.ca/cmb/welcomeic.nsf/icPages/Menu-e
Industry Trade Canada – Strategis	Customized market reports, International Trade Centres, Export marketing,	http://strategis.ic.gc.ca
Industry Trade Canada – Strategis Forest, Metal and Building Products Group	List of major international building products shows	http://strategis.ic.gc.ca/SSG/fb00111e.html
Internal Revenue Service	Online information including tax information, regulations and statistics	http://www.irs.ustreas.gov/index.html

Description	Type of Information Available	Web Site
International Business Opportunities Centre (IBOC)	Matching service connecting foreign buyers to Canadian companies	http://www.iboc.gc.ca
International Code Council	Model Code organzation	http://www.codes.org
International Trade Centers	International Trade Centres located in each province, telephone 1-888-811-1119	n/a
International Warehouse Logistics Association	Located in Park Ridge, Illinois	http://www/warehouselogistics.org
Kansas University International Business Resource Connection (KU IBRC)	Links addressing international business subjects	http://ibrc.bschool.ukans.edu
Leonard's Guide Online	Information on freight transportation, logistics and warehouse companies in the US	http://www.leonardsguide.com
List of Canadian customs brokers	List of licensed customs brokers prepared by DFAIT	http://www.dfait-maeci.gc.ca/~eicb/general/brokers.htm
Ltd. Consulting and Services	Information on Incoterms	http://www.ltdmgmt.com
LumberWeb Industry Directory	Information by product line including lumber and home centre stores	www.lumberweb.com
Manufacturers Representatives Educational Research Foundation (MRERF)	Association of associations	http://www.mreft.org
Manufacturers' Agents National Association (MANA)	Association for all agents and manufacturers	http://www.manaonline.org
Marsh Canada Limited	Risk management and insurance brokerage services	http://www.marshweb.com/home
Meyers Group	Housing statistics and market analysis	www.meyersgroup.com
Michigan State University – Center for International Business Education and Research (CIBER)	List of sites dealing with range of international business topics	http://ciber.bus.msu.edu/busres.htm
NAFTA	Various NAFTA topics including rule of origin, certificate of origin	http://www.nafta-customs.org
National Association of Home Builders - Builder Online	Builder news and home design service	http://builderonline/com

Description	Type of Information Available	Web Site
National Building Code	see BOCA, standardized building codes	
National Customs Brokers & Freight Forwarders Association	Located in Washington DC	http://www.ncbfaa.org
National Evaluation Service	Building code evaluation	http://www.nateval.org
New Exporters to Border States program (NEBS)	Advice on how to export products to border states	http://www.dfait-maeci.gc.ca
Northstar Trade Finance	Financing export sales transactions	http://www.northstar.ca/home.html
Office of Liaison with International Financial Institutions	Assistance with contacts and information	http://www.canadianembassy.org
Ontario Exports Inc.	List of commonly used Incoterms and export definitions	http://www.ontario-canada.com/medt/edtlib/nsf
Pro Dealer Online	List of top 350 US pro dealers	http://www.prodealer.com
Professional Builder Magazine	Magazine	http://www.probuilder.com
Profit Magazine	Xporter magazine covers changes in regulations, advise from exporters	http://www.profitguide.com/enewsletters/E4.asp
Profitguide	Profit Magazine site	http://www.profitguide/com
Program for Export Market Development (PEMD)	Financial assistance for export marketing	http://www.infoexport.gc.ca/pemd
Provincial Programs for Export Financing	Export financing programs	http://exportsource.gc.ca/cgi-bin/expkit/launch.pl?level=5c&lang+E&prefix=et
Quarterly Reviews (Building Products) Industry Canada	Building products reviews	http://strategis.ic.gc.ca/SSG/mm01661e.html and http://strategis.ic.gc.ca/SSG/fb01275e.html
Regional Trade Networks	10 RTN's across Canada that give advice on exporting	call 1-888-811-1119
Remodeling 100	Information on the top 100 US remodelling firms	http://www.remodeling.hw.net/RM100
Remodeling Online	Remodeling magazine	http://www.remodelingmagazine.com
Standard Building Code	Building codes generally used in southern U.S.	http://www.sbcci.org
STAT-USA	(subscription only), market reports	http://www.stat-usa/gov/stat-usa/html

Description	Type of Information Available	Web Site
Tariff Wizard 2001	Created to help determine the proper classification of goods	http://207.61.56.166/services/twiz2001/results2001e.cfm
Team Canada and Business Development Missions	Missions that target specific promising markets	http://infoexport.gc.ca/missions/menu-e.asp
Team Canada Inc.	Export readiness assessment tool, Export promotion and market entry, Export leads, Export costing, Export pricing strategies	http://exportsource.gc.ca
Team Canada Inc.	"How to Export" guides	http://www.interactiveplan.com/exporter/Eng/app_templates/home_en.cfm
The Business Link Business Service Centre	Commonly used Incoterms in international trade	http://www.cgsc.org/alberta/incoterm.cfm
Trade Negotiations and Agreements	Information on Canada's trade policy	http://www.dfait-maeci.gc.ca/tna-nac/menu-e.asp
Trade Outreach Program	Canadian embassies reporting to Canadian clients on opportunities	http://www.infoexport.gc.ca
Trade Show Database	Resource for exhibitors, suppliers, producers and attendees	http://tsnn.com
Tradeshow Week Online	Resource of trade shows and events	http://www.tradeshowweek.com
TSCentral	Resource of trade shows and events	http://www.tscentral.com
U.S. Census Bureau	Census data	http://www.census.gov and http://factfinder.census.gove/servlet.BasicFactsServlet and http://www.census.gov/qfd and http://tier2.census.gov/cgi-win/bldgprmt/prmtplace.exe
U.S. Customs Service	Information on US customs programs and services	http://www.customs/ustreas.gov
U.S. Department of Commerce-International Trade Administration	Website for the International Trade Administration	http://www.ita/doc.gov
U.S. Department of Labor Bureau of Labor Statistics	Employment data	http://stats.bls.gov/ro1econ.htm and http://www.bls.gov/datahome.htm
U.S. Immigration and	Information on immigration	http://www.ins.usdoi.gov/graphics/index

Description	Type of Information Available	Web Site
Naturalization Service		.htm
U.S. Import Administration	List of programs administered by the US Department of Commerce	http://ia.ita.doc.gov
U.S. Trade Show Calendar of Upcoming Trade and Investment Events	Trade and investment event calendar	http://www.dfait-maeci.gc.ca/geo/usa/calendar_non-nebs-e.asp
U.S. Uniform Commercial Code Articles 1-9	Publication by the Legal Information Institute	http://www.law.cornell.edu/ucc/ucc.table/html
Uniform Building Code	International Conference of Building Officials standardized building code	http://www.icbo.org
WIN Exports	Computerized database of Canadian exporters	http://win.infoexport.gc.ca
Yahoo.com	Access to U.S. Yellow pages by City, State or Zip Code	http://yahoo.com

APPENDIX FOUR: CONTACT INFORMATION FOR CITIES, TOWNS AND VILLAGES IN THE DALLAS MARKET AREA

Place	County	Population	Website	Phone Number	Fax Number	Address
Addison	Dallas	14,166				
Allen	Collin	43,554	www.ci.allen.tx.us	(972) 727-0100	(972) 727-0165	One Allen Civic Plaza, Allen, Tx 75013
Alma	Ellis	302				
Anna	Collin	1,225				
Argyle	Denton	2,365				
Athens	Henderson	11,297				
Aubrey	Denton	1,500				
Balch Springs	Dallas	19,375				
Bardwell	Ellis	583				
Bartonville	Denton	1,093				
Berryville	Henderson	891				
Blue Ridge	Collin	672				
Brownsboro	Henderson	796				
Caddo Mills	Hunt	1,149				
Campbell	Hunt	734				
Caney City	Henderson	236				
Carrollton	Dallas and Denton	109,576	www.ci.carrollton.tx.us	(972) 466-3000	(972) 466-3252	1945 E. Jackson Road, Carrollton, Tx 75006
Cedar Hill	Dallas and Ellis	32,093	www.cedarhilltxgov.org/phonelist.htm	(972) 291-5100		502 Cedar St., PO Box 96, Cedar Hill, Tx 75106
Celeste	Hunt	817				
Celina	Collin	1,861				
Chandler	Henderson	2,099				
Cockrell Hill	Dallas	4,443				
Coffee City	Henderson	193				
Combine	Dallas and Kaufman	1,788				
Commerce	Hunt	7,669				
Coppell	Dallas and Denton	35,958	www.ci.coppell.tx.us	(972) 304-3618	(972) 304-3673	255 Parkway Blvd. PO Box 9478, Coppell, Tx 75019
Copper Canyon	Denton	1,216				
Corinth	Denton	11,325				

Place	County	Population	Website	Phone Number	Fax Number	Address
Corral City	Denton	89				
Cottonwood	Kaufman	181				
Crandall	Kaufman	2,774				
Cross Roads	Denton	603				
Dallas	Dallas, Collin, Denton & Rockwall	1,188,580	www.Dallascityhall.com	(214) 670-3296		1500 Marilla St., Room 4EN, Dallas, Tx 75201-6390
Denton	Denton	80,537	www.cityofdenton.com/index.asp	(940) 349-8200		215 E. McKinney St., Denton, Tx 76201
DeSoto	Dallas	37,646	www.ci.desoto.tx.us	(972) 230-9643		211 E. Pleasant Run Rd., De Soto, Tx 75115
Double Oak	Denton	2,179				
Duncanville	Dallas	36,081	www.ci.duncanville.tx.us	(972) 780-5000		203 E. Wheatland Rd., Duncanville, Tx 75116
Enchanted Oaks	Henderson	357				
Ennis	Ellis	16,045				
Eustace	Henderson	798				
Fairview	Collin	2,644				
Farmers Branch	Dallas	27,508				
Farmersville	Collin	3,118				
Fate	Rockwall	497				
Ferris	Ellis	2,175				
Flower Mound	Denton	50,702	www.flower-mound.com	(972) 874-6000	(972) 874-6453	2121 Cross Timbers Rd., Flower Mound, Tx 75028
Forney	Kaufman	5,588				
Fort Worth	Denton	44				
Frisco	Collin and Denton	33,714	www.ci.frisco.tx.us	(972) 335-5555	(972) 335-5559	6891 Main Street, Frisco, Tx 75034
Garland	Dallas	215,768	www.ci.garland.tx.us	(972) 205-2000		PO Box 469002, Garland, Tx 75046-9002
Garrett	Ellis	448				
Glenn Heights	Dallas and Ellis	7,224				
Grand Prairie	Dallas and Ellis	99,806	www.ci.grand-prairie.tx.us	(972) 237-8015	(972) 237-8317	317 W. College, Grand Prairie, Tx 75050
Grays Prairie	Kaufman	296				
Greenville	Hunt	23,960				
Gun Barrel City	Henderson	5,145				
Hackberry	Denton	544				
Hawk Cove	Hunt	457				
Heath	Rockwall	4,149				

Appendix Four: Contact Information for Cities, Towns and Villages in the Dallas Market Area

Place	County	Population	Website	Phone Number	Fax Number	Address
Hebron	Denton	874				
Hickory Creek	Denton	2,078				
Highland Park	Dallas	8,842				
Highland Village	Denton	12,173				
Hutchins	Dallas	2,805				
Irving	Dallas	191,615	www.ci.irving.tx.us	(972) 721-2600		825 West Irving Boulevard, Tx 75060
Italy	Ellis	1,993				
Josephine	Collin and Hunt	594				
Justin	Denton	1,891				
Kaufman	Kaufman	6,490				
Kemp	Kaufman	1,133				
Krugerville	Denton	903				
Krum	Denton	1,979				
Lake Dallas	Denton	6,166				
Lakewood Village	Denton	342				
Lancaster	Dallas	25,894				
Lavon	Collin	387				
Lewisville	Denton	77,735	www.cityoflewisville.com	(972) 219-3400		1197 W. Main Street, PO Box 299002, Lewisville, Tx 75029
Lincoln Park	Denton	517				
Little Elm	Denton	3,646				
Log Cabin	Henderson	733				
Lone Oak	Hunt	521				
Lowry Crossing	Collin	1,229				
Lucas	Collin	2,890				
Mabank	Henderson	318				
Malakoff	Henderson	2,257				
Mansfield	Ellis	129				
Marshall Creek	Denton	431				
Maybank	Kaufman	1,833				
Maypearl	Ellis	746				
McKinney	Collin	54,369	www.mckinneytexas.org	(972) 547-7503		PO Box 517, McKinney, Tx 75070-0517
McLendon-Chisholm	Rockwall	914				

Place	County	Population	Website	Phone Number	Fax Number	Address
Melissa	Collin	1,350				
Mesquite	Dallas	124,522	www.cityofmesquite.com	(972) 288-7711		PO Box 850137, Mesquite, Tx 75185-0137
Midlothian	Ellis	7,480				
Milford	Ellis	685				
Mobile City	Rockwall	196				
Moore Station	Henderson	184				
Murchison	Henderson	592				
Murphy	Collin	3,099				
Nevada	Collin	563				
New Hope	Collin	662				
Neylandville	Hunt	56				
Northlake	Denton	921				
Oak Grove	Kaufman	710				
Oak Leaf	Ellis	1,209				
Oak Point	Denton	1,747				
Oak Ridge	Kaufman	400				
Ovilla	Ellis and Dallas	3,405				
Palmer	Ellis	1,774				
Parker	Collin	1,379				
Payne Springs	Henderson	683				
Pecan Hill	Ellis	672				
Pilot Point	Denton	3,538				
Plano	Collin and Denton	222,030	www.planotx.org	(972) 941-7000		1520 Avenue K, Plano, Tx 75074
Ponder	Denton	507				
Post Oak Bend City	Kaufman	404				
Poynor	Henderson	314				
Princeton	Collin	3,477				
Prosper	Collin	2,097				
Quinlan	Hunt	1,370				
Red Oak	Ellis	4,301				
Richardson	Dallas and Collin	91,802	www.cor.net	(972) 744-4100		411 W. Arapaho Rd., Richardson, Tx
Roanoke	Denton	2,810				
Rockwall	Rockwall	17,976				

Appendix Four: Contact Information for Cities, Towns and Villages in the Dallas Market Area

Place	County	Population	Website	Phone Number	Fax Number	Address
Rosser	Kaufman	379				
Rowlett	Dallas and Rockwall	44,503	www.ci.rowlett.tx.us	(972) 412-6100		4000 Main Street, Rowlett, Tx 75088
Royse City	Rockwall and Collin	2,957				
Sachse	Dallas and Collin	9,751				
Sanger	Denton	4,534				
Seagoville	Dallas	10,816				
Seven Points	Henderson	1,145				
Shady Shores	Denton	1,461				
Southlake	Denton	434				
St Paul	Collin	630				
Star Harbor	Henderson	416				
Sunnyvale	Dallas	2,693				
Talty	Kaufman	1,028				
Terrell	Kaufman	13,606				
The Colony	Denton	26,531				
Tool	Henderson	2,275				
Trinidad	Henderson	1,091				
Trophy Club	Denton	6,350				
University Park	Dallas	23,324				
Waxahachie	Ellis	21,426				
West Tawakoni	Hunt	1,462				
Westminster	Collin	390				
Weston	Collin	635				
Wilmer	Dallas	3,393				
Wolfe City	Hunt	1,566				
Wylie	Collin, Dallas and Rockwall	15,132				

Source: U.S. Census 2000 for Population Figures as of 2000